

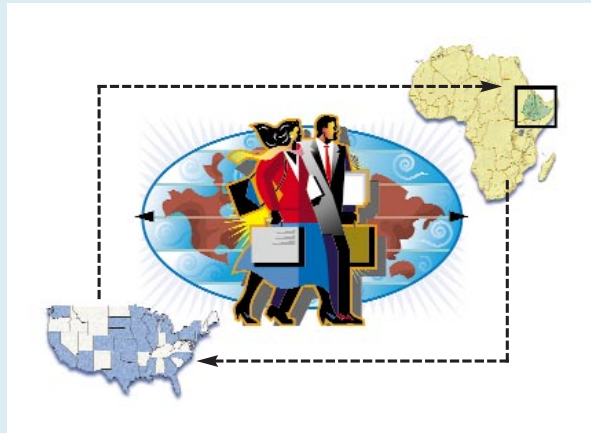


# U.S. Trade and Development Agency

PROMOTING GLOBAL PARTNERSHIPS THROUGH U.S. EXPORTS



1998 ANNUAL REPORT



FROM THE COVER:

### **Louisiana Company Spreads the Wealth Around the U.S. with a Sweet Deal in Ethiopia**

Nearly 200 companies in 26 states are sharing \$47 million in U.S. exports for a new turn-key sugar operation in Finchaa, Ethiopia. This \$82 million project, which aims to substantially increase Ethiopian production of sugar over the next two years, is being built by F.C. Schaffer & Associates, Inc. of Baton Rouge, Louisiana, with the help of a head start from TDA.

In 1990, the Ethiopia Sugar Corporation issued an international tender for a completely new sugar operation to include a plantation, processing plant and attached ethanol distillery. Throughout the upheavals of the early 1990's in Ethiopia, the project remained a top priority. By July 1992, F.C. Schaffer & Associates was in stiff competition with Italian and Brazilian producers and called on TDA for help. TDA strengthened Schaffer's position with a \$500,000 training grant in support of the bid, and in October 1994 the deal paid off. Schaffer signed a contract for the design, supply, construction and commissioning of the Finchaa Sugar Factory and Ethanol Plant.

Schaffer credits the training grant with playing a significant role in helping gain access to Ethiopia's sugar production market for this company and many others. This project is 85 percent complete and already has produced \$47 million in U.S. exports. More are expected as construction continues in 1999.

# U.S. Trade and Development Agency

1998 ANNUAL REPORT



## Mission

The U.S. Trade and Development Agency assists in the creation of jobs for Americans by helping U.S. companies pursue overseas business opportunities. Through the funding of feasibility studies, orientation visits, training grants, conferences, and various forms of technical assistance, we enable American businesses to become involved in the planning stage of infrastructure and industrial projects in middle-income and developing countries. By doing this, we provide American firms with market entry, exposure, and information, thus helping them establish a position in markets that are otherwise difficult to penetrate.



*“TDA’s core business is to help U.S. companies win contracts on major projects in emerging markets. We experiment with new tools, we grow with the changing global economy, but we never lose sight of our mission.”*

Purposeful leadership, a committed staff and sound management are at the heart of any successful organization. Sound management means constant focus on the core business, the pursuit of strategic objectives and a bold vision of the future. The U.S. Trade and Development Agency’s success in these areas is documented in our 1998 Annual Report.

TDA’s core business is to help U.S. companies win contracts on major projects in emerging markets. We experiment with new tools, we grow with the changing global economy, but we never lose sight of our mission.

Our strategic objectives are best understood in terms of the performance measures we use to evaluate our success. TDA met or exceeded every performance goal we set for 1998. Our export multiplier increased to 32:1, and our hit rate increased from 33 to 34 percent. Small companies continue to account for roughly one-third of our work, and we are increasing our activities on private sector projects. Maintaining an appropriate sector focus rounds out our five performance measures.

Finally, we have an exciting vision for the agency’s 1999 program. In Africa, our program will build on last year’s successes, and target air traffic control and telecommunications.

The eastward expansion of the European Union is creating both opportunities and challenges for TDA and our partner U.S. companies operating in the potential EU member states. Environmental infrastructure will be a focus in Europe as well as in Latin

America and the Caribbean, where burgeoning populations and a growing middle class are demanding cleaner water and safer air throughout the region.

In Asia and the New Independent States we will continue to seek the special opportunities that arise during a time of crisis. In Asia, we will target the aviation and power sectors and continue promoting the role of the private sector in infrastructure development. In the NIS, TDA will continue to drive the Administration’s commercial and foreign policy interests in the Caspian Sea region.

Our commitment to U.S. exporters and job creation will remain unwavering during 1999. Just as steadfast has been the thirty year commitment of public service by Ken Fries, TDA’s General Counsel. Congratulations! With the help of the Congress, our sister agencies, all our partners in the private sector — and Ken — we are confident that 1999 will be our best year ever.

J. Joseph Grandmaison, Director  
U.S. Trade and Development Agency

**TDA HELPS U.S. COMPANIES DEVELOP EXPORT OPPORTUNITIES** associated with major projects in developing and middle income countries. At the same time, the agency supports U.S. foreign policy goals, assists partner countries in improving their infrastructure, and generally increases U.S. business presence in target markets. This simultaneous pursuit of commercial development and foreign policy goals is what makes this agency special.

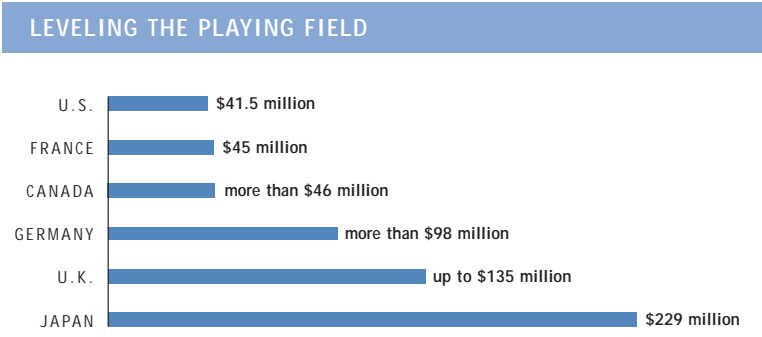
With this mission in mind, managers at TDA make decisions based on four general objectives:

- **Fight foreign competition and strategically position U.S. companies for export opportunities;**
- **Support U.S. foreign policy initiatives;**
- **Increase host country access to U.S. expertise;**
- **Inform U.S. firms, especially small and medium sized enterprises, of major foreign project opportunities.**

- TDA evaluates its success at achieving the agency’s objectives by monitoring five performance measures.
- 1. The Export Multiplier:** U.S. exports associated with a given TDA investment.
  - 2. Serving Small Business:** The percentage of TDA resources which support small companies.
  - 3. The Hit Rate:** The percentage of TDA-supported projects which produce exports.



- 4. Targeting Key Industrial Sectors:** Tapping market trends and meeting the development needs of partner countries.
- 5. The Private Sector:** The shift in TDA investments from public to private sector projects.



**Figure 1.** Other countries invest substantially more in feasibility studies than does TDA. That is why TDA must fight harder and smarter to keep the global playing field level for U.S. firms.



*“Today, record high exports account for fully one-third of our economic growth. I want to keep them going, because that’s the way to keep America growing and to advance a safer, more stable world.”*

— PRESIDENT BILL CLINTON

The TDA Tool Chest

TDA PURSUES ITS STRATEGIC OBJECTIVES

by using six basic tools. Feasibility studies, complemented by orientation visits and conferences, are at the heart of the program. TDA also used technical assistance,

training grants and various types of long-term advisors to reinforce the agency’s objectives and improve its performance measures. The following activities (Fig. 2) represent the agency’s output for the year.

TOOLS	1998 OUTPUT
• Feasibility Studies to position U.S. companies in the planning stages of major projects.	122
• Definitional Missions and Desk Studies to utilize small businesses for technical advice on TDA’s investments.	168
• Orientation Visits to connect foreign buyers with U.S. suppliers.	43
• Conferences to bring foreign decision makers together with U.S. executives for private meetings in project-specific business workshops.	14
• Training Grants and Technical Assistance to support foreign governments and promote U.S. technology.	65
• Technical or Procurement Advisors to build long term relationships in key ministries to assist in planning and procurement.	6

Figure 2.

The Multiplier

THE MOST DIRECT MEASURE of TDA’s commercial success is the total volume of business won by U.S. companies which has been facilitated by TDA activities — called the TDA Multiplier. The Multiplier has increased since 1993, when every dollar invested by TDA was associated with twenty-five dollars in U.S. exports. Today, thirty-two dollars in exports are associated with every dollar the agency invests. By the end of 1998, TDA had identified a total of \$12.3 billion in U.S. exports associated with its projects since the agency’s inception in 1981.

The bulk of these exports are associated with feasibility studies, the agency’s primary tool. Feasibility studies are the “nuts and bolts” of project planning. These business plans, which evaluate the technical, legal, economic, environmental and financial aspects of a project,

are required by financial institutions to assess the creditworthiness of a project. Most importantly, when U.S. firms conduct feasibility studies, recommendations and specifications can be written to American codes and standards, positioning U.S. suppliers for procurement opportunities when the project is implemented. In 1998, TDA funded a total of 122 feasibility studies — representing 61.4 percent of the agency’s program funds.



*“It is comforting to find our government actively supporting exporters of all sizes and scopes. You all too often hear about the larger efforts, but seldom do the smaller ones receive recognition.”*

CHARLIE DOUGLAS  
DIRECTOR, NEW BUSINESS DEVELOPMENT  
FRASCA INTERNATIONAL, INC., A SMALL URBANA, ILLINOIS COMPANY

Patience Pays Off for Illinois and Pennsylvania Exporters

Infrastructure development is always a long-term business. In emerging markets, project implementation can take even longer. With the help of a \$500,000 TDA grant awarded in 1991, Sargent & Lundy of Chicago, Illinois, and Fuller-FL Smith Company of Allentown, Pennsylvania, are enjoying \$54 million in exports in 1998 — proving that perseverance does pay off.

In the 1980’s, Rain Calcining Limited (RCL) of India proposed the development of a petroleum coke facility to expand the country’s aluminum industry. A TDA-funded feasibility study was completed in 1993, but problems securing a financial package prevented ground breaking until late 1995. Despite several

disappointing false starts, potential U.S. exporters kept in close contact with RCL to see the deal through. These efforts paid off. Sargent & Lundy signed a \$30 million engineering, procurement and construction contract for the power plant and Fuller-FL Smith Company was awarded a \$24 million calcination contract. Consultants from RDZ Services of Fredericksburg, Texas, Rolle Consultants, Inc. of San Jose, California, and Kaiser Aluminum & Chemical Corporation of Houston, Texas, are providing design, engineering, planning, lab testing, mining and other services worth an additional \$2.5 million.





This year, TDA hosted the agency's fourth Small Business Outreach Program. More than 200 companies attended the briefing and open house, held in Rosslyn, Virginia, to learn about the services TDA provides for small businesses. Attendees pictured above are seen meeting with TDA's contract specialist Della Glenn (right) and general counsel Ken Fries (second from right).

## Serving Small Business

**TDA IS A GREAT PLACE FOR SMALL COMPANIES** interested in international infrastructure business. Nearly one-third of TDA's budget that goes to companies directly supports small U.S. firms. Indeed, 60 percent of the companies working with TDA are small.

In addition to the TDA-funded feasibility studies conducted by small companies, 100 percent of TDA's definitional mission (DM) or desk study (DS) contracts are reserved for small businesses. These contracts

provide technical advice to TDA staff to review potential investments in feasibility studies and other activities. A definitional mission involves a short-term visit overseas to gather information on a project, while a desk study's research is conducted in the United States. TDA makes investment decisions based on the DM or DS reports in conjunction with advice from the U.S. Embassy, TDA's internal analyses, and budget capabilities. TDA contracted for 168 definitional missions and desk studies during 1998.

Direct contracts are only one way small companies benefit from TDA. Many small businesses also serve as subcontractors on TDA-funded feasibility studies, and hundreds of small companies supply goods and services to the projects TDA's assistance helps get off the ground. Given tight marketing budgets, small and medium sized enterprises appreciate TDA's conferences and orientation visits. Small firms often lack the clout to get appointments with the senior foreign government and business officials TDA brings to the United States for private meetings with U.S. executives. Attending a TDA business conference enables executives from small U.S. firms to meet senior officials from a number of different countries in one place, thus packing a year's worth of business development into a few days.

*"I have estimated that the marketing intelligence obtained during the symposium would have taken us two years to obtain on our own and would have cost over \$70,000 in direct expenses."*

CARLOS F. CRESPO, PRESIDENT

NIGMA CORPORATION, A SMALL COMPANY FROM DAVIE, FLORIDA

AFTER ATTENDING TDA'S "AFRICA AND MIDDLE EAST AVIATION SYMPOSIUM" HELD IN APRIL 1998

## The Hit Rate

**GLOBAL PROJECT DEVELOPMENT** is a risky business. An important part of TDA's job is to share that risk with U.S. companies — especially when the risk involves fighting subsidized foreign competition. More than one in three TDA-supported projects successfully facilitates exports for U.S. firms. Where many companies consider themselves successful when one or two in ten ventures yields projects, TDA's one in three success rate is impressive. The imprimatur of the U.S. Government on a project is a major factor in this exceptionally high success rate.

There are two ways TDA works to maintain such a high hit rate: by refining the agency's investment decision-making process through crafting new investment strategies; and by maximizing the benefits of past investments.



## Crafting New Strategies

Excellent performance is at the core of maintaining a high hit rate. TDA holds agency decision-making processes under constant scrutiny. The project evaluations office reviews each and every investment the agency makes to understand what projects have been successful and what can be done to ensure future success. TDA professionals pride themselves on creative, top quality work. TDA conducts customer satisfaction surveys, holds training seminars for new staff, and frequently engages outside reviews of the agency's decision-making processes.

As an example, experience has shown that difficulty in obtaining project financing is the most common hindrance to project development. That is why TDA works closely with the Multilateral Development Banks (MDBs). Where the MDBs are involved, financing is assured. TDA maintains trust funds at the banks to hire U.S. technical consultants and to leverage U.S. firms into projects at the World Bank, International Finance Corporation, Inter-American Development Bank, and European Bank for Reconstruction and Development. TDA also offers training on obtaining MDB financing at all conferences and includes a financial analysis as an element in most feasibility studies.

## TDA Deal-Making Conferences

TDA conferences are designed to help U.S. firms target sales opportunities and maximize marketing dollars. The agency's conference model is built around the identification of a group of projects in a particular region and sector. TDA brings key decision makers representing each project to one location to conduct briefings, meet privately in one-on-one meetings with U.S. companies, and provide insight into some of the world's most challenging and rewarding emerging markets. Each conference participant receives a project resource guide that outlines project timelines, procurement needs, and key contacts.

TDA took this model global in September 1998 with a conference in Chicago, Illinois, focusing on rail infrastructure opportunities worldwide. "Railroad Express" was the agency's first conference to focus on projects from every region of the world. More than 125 U.S. executives from 87 companies met with 44 project sponsors to learn about opportunities representing over \$5 billion in potential U.S. exports. After the conference, the delegates visited with U.S. companies in Chicago and Omaha, Nebraska, to learn more about U.S. rail technology and management strategies.

**Maximizing Past Investments**

When TDA invests in a project, its development is tracked long after the feasibility study is complete and the agency stands ready to take additional action if further involvement can help American companies win exports.



*TDA conferences and orientation visits offer U.S. companies unique opportunities to conduct private, one-on-one meetings with overseas project sponsors.*

One of the ways TDA follows through on past investments is to bring foreign buyers to the United States on an orientation visit (OV) to see the equipment recommended in a previous TDA-funded feasibility study in operation. U.S. suppliers who participate in OV's are able to showcase their products and expertise, while making valuable international contacts — all on their own home turf. TDA supported 43 orientation visits and 14 conferences during 1998.

**Customer Service**

TDA is a market-driven organization. The agency finds opportunities where U.S. companies see potential markets, and TDA's success comes from listening to the needs of the U.S. exporting community. This tradition of customer service continued during 1998.

- At the conclusion of every conference and OV, both the U.S. and host country participants are surveyed to determine their level of satisfaction with the event. In one example, a number of conference participants requested TDA's project resource

guides be available before a conference begins. As a result of this suggestion, TDA now often sends a copy of the guide on CD ROM to registered conference participants a week before major events.

- TDA recently completed an overview of customer satisfaction surveys from past TDA events. Changes in the agency's conference model have already been implemented to address raised concerns.
- In addition to the TDA library, where copies of TDA-funded studies

are available to the U.S. business community, U.S. embassies now have copies of the agency's most recent studies, so visiting American businesses can take advantage of current project information.

- In August 1998, TDA unveiled an updated website including: a catalog of TDA library holdings that users can search by region, sector, or country; important forms and publications; and the latest information about conferences and orientation visits. TDA's home page address is [www.tda.gov](http://www.tda.gov).

**TDA Conference and OV Help Small Virginia Company Bring Home Exports — Twice**

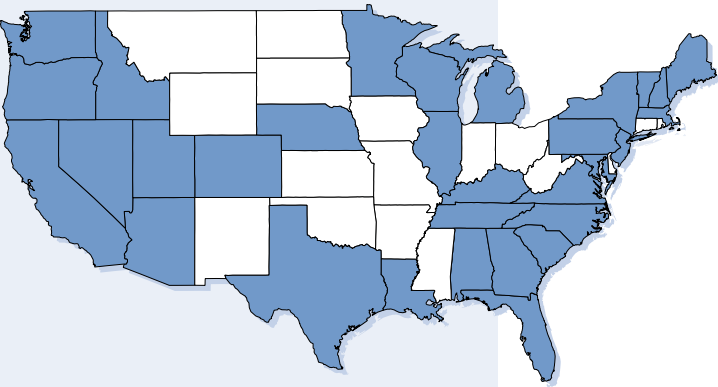
The small, minority-owned Virginia firm, TRESP Associates, has won two contracts totaling more than \$2 million following a 1994 orientation visit and a 1995 conference focusing on power project opportunities in Africa. TRESP credits its successes largely to the personal relationships first developed during both TDA events.

In 1994, TDA hosted a delegation of 11 African electric utility executives visiting Massachusetts, New York, and the District of Columbia, to learn more about U.S. electric power generation technology. With more than \$126 billion in electrical system needs between now and the year 2010, the African market, once largely overlooked, is moving toward center stage as a growing number of U.S. firms turn their attention to this region.

TRESP, a provider of information systems integration, hosted the delegation in Washington and learned of an upcoming procurement for information systems in Senegal from the delegate representing the Senegalese electric utility. Shortly thereafter, TRESP won an information technology

contract worth \$1.6 million in addition to a number of other contracts.

In 1995, TDA sponsored an "Africa Regional Power Conference" in Baltimore, Maryland, to help U.S. businesses learn more about opportunities available throughout the region and to establish additional contacts with African decision makers for these projects. By 1998, U.S. businesses had won more than \$51 million in contracts for the implementation of many of the projects identified at the conference. Among the winners was TRESP, which captured a \$700,000 contract to develop and implement a Management Information System for the Senegal Power Ministry.



**TDA OV's and Briefings Visited 31 States During 1998**

ALABAMA	ILLINOIS	NEBRASKA	SOUTH CAROLINA
ARIZONA	KENTUCKY	NEVADA	TENNESSEE
CALIFORNIA	LOUISIANA	NEW HAMPSHIRE	TEXAS
COLORADO	MAINE	NEW JERSEY	UTAH
DISTRICT OF COLUMBIA	MARYLAND	NEW YORK	VERMONT
FLORIDA	MASSACHUSETTS	NORTH CAROLINA	VIRGINIA
GEORGIA	MICHIGAN	OREGON	WASHINGTON
IDAHO	MINNESOTA	PENNSYLVANIA	WISCONSIN





U.S. Ambassador to Turkey Mark Parris joins TDA Director J. Joseph Grandmaison at a grant signing ceremony with BOTAS in Istanbul. The \$823,000 grant will support U.S. technical assistance associated with the negotiation of the Baku-Ceyhan Oil Pipeline project. Energy and power are core sectors for TDA, accounting for nearly 19 percent of the agency's 1998 activities.

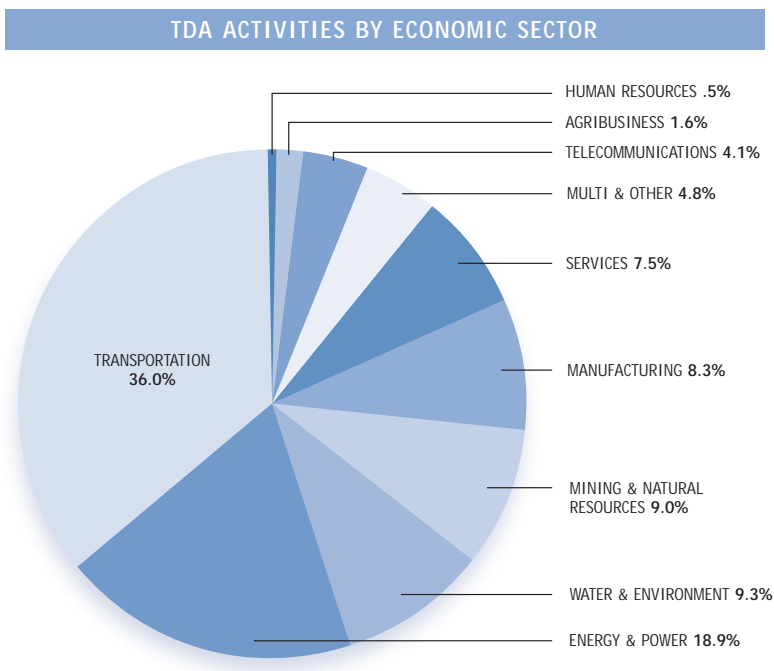


Figure 3.

## Targeting Key Industrial Sectors

AS A MARKET-DRIVEN AGENCY, TDA always targets the sectors that represent good market opportunities for U.S. companies. At the same time, by focusing on basic infrastructure, the agency helps its partner countries develop the building blocks they need to achieve long-term growth and to improve the quality of life for their citizens.

TDA does not allocate program funds on a sector basis. Any infrastructure or industrial project in an eligible country may be considered for TDA assistance. Nonetheless, over the years, TDA's major investment sectors have remained fairly consistent. Energy/power and transportation projects have generally accounted for between one-third and one-half of all TDA's investments. Water/environment and mining/natural resources projects combined usually count for approximately one-fifth of total investments. Manufacturing, services and telecommunications round out TDA's core sectors.

One way TDA targets sectors is by placing technical and procurement advisors in key ministries for assignments of up to twelve months, believing they can influence planning and procurement on behalf of U.S. companies. In 1998, TDA used energy advisors in Turkey, aviation advisors in Indonesia, and transportation procurement advisors in the South Balkans. TDA also provided some procurement assistance to purchase transportation equipment through the South Balkan Development Initiative.

## The Private Sector

PERHAPS THE SINGLE MOST STRIKING characteristic of the international infrastructure business in recent years is the growing role of the private sector. TDA believes promotion of an expanded role for the private sector in infrastructure development is one of the most valuable forms of assistance to the agency's partner countries. The ratio of private to public sector projects among TDA activities has clearly increased in recent years, with private sector projects accounting for one-half to two-thirds of all feasibility studies in each of the last three years. TDA wants to continue this trend by establishing quantifiable goals for this performance measure in the coming year as the agency gains experience with this measurement.

TDA has made substantial programmatic changes in response to the increasing number of private sector projects. The agency anticipates that developing new tools to work with projects driven by the private sector will be the focus of much policy innovation during the coming years.

As an example, TDA has begun to use a procedure — when appropriate — of breaking the agency's investments into two phases, with the disbursement of the funds for the second phase contingent upon successful completion of the first. This allows TDA to make a clear commitment to support the full amount of a feasibility study, but to limit the agency's losses if the first phase of the study suggests the project will not, in fact, move forward.

The various kinds of technical assistance and training grants TDA provides are also rich sources for policy initiatives designed to support private sector projects. In one of TDA's most important success stories ever, the New York-based Ogden Corporation headed a consortium this year which won a heavily fought battle to become part owner

and operator of 33 airports in Argentina's national airport system. A TDA-sponsored orientation visit and a subsequent technical assistance grant helped secure the deal for Ogden. Hundreds of other U.S. companies will also benefit as suppliers for these capital improvements representing more than \$1 billion in potential exports over the next 30 years. In the first 30 months of the concession, U.S. exports could reach \$200 million.

In the Spring of 1997, as Argentina planned the major airport privatization, TDA invited a delegation of aviation officials to travel to the United States to present the terms of the airport concession to U.S. firms. At a business briefing in Washington, DC, 150 U.S. executives — including representatives from Ogden — met with the delegation. The delegates observed U.S. technology at Virginia, Florida, and Georgia airports. The Federal Aviation Administration and the U.S. Department of Commerce provided invaluable assistance to TDA's effort, as they do on many of the agency's projects.

Ogden prepared an attractive proposal and was included on the short list of companies for final consideration, but they faced tough foreign competition. TDA offered the Argentine government up to \$1 million in technical assistance contingent upon the selection of a consortium with a U.S. operator. The technical assistance package will review airport development, air traffic control, and on-ground air safety issues around the country — not specifically at the 33 privatized airports — and will have a substantial impact on future opportunities in those areas for U.S. firms. By ensuring that a U.S. company is in the driver's seat on this project, TDA has held the door open for dozens of U.S. suppliers for many years to come.





Leveraging Resources

At a time of scarce government resources, it is increasingly important TDA stretch the agency's limited budget in order to support more U.S. companies interested in exporting. A clear indication of the commitment to increasing private sector activities is the expansion of TDA's cost sharing and success fee programs. If a U.S. company is willing to invest its own resources in a project, the agency can be more confident of both the company's commitment and the viability of the project itself. That is why in 1998 TDA required 64 percent of the feasibility study contractors to share a portion of the study cost. In fact, for every dollar TDA invests, the agency gets an additional \$.49 in cost sharing, thus supporting \$1.49 worth of feasibility studies. TDA also generally requires reimbursement of the grant under the success fee program if the contract is awarded on a sole source basis and the contractor obtains follow-on business. Forty-eight percent of TDA's 1998 contracts included this reimbursement provision.

Careful management is crucial to making TDA's success fee program work effectively. In a newly created position at TDA, a grants administrator now specifically tracks success fees and other grant requirements. In addition, the Grants Administrator, together with regional program staff, reviews feasibility study reports to provide an extra layer of insurance that each study fully satisfies its scope of work.

Building major infrastructure projects takes many years, especially in developing countries. The "Success Fee Report Status" chart (Fig. 4) summarizes the status of all TDA projects with success fee elements since the program was initiated in June 1995. The first success fee report is generally due two years after the feasibility study contract is signed. As the table below suggests, it often takes more than two years just to complete the feasibility study. Beginning construction on the project itself can take significantly longer.

SUCCESS FEE REPORT STATUS	1997	1998	1999	2000
Date 1st success fee report due	21	50	48	49
Of those with a report due that year, number of projects where feasibility study is already complete.	20	30	14	3

Figure 4.

Latin America & The Caribbean

1998 INVESTMENT: \$10 MILLION  
91 ACTIVITIES

TDA's program in Latin America enjoyed another successful year in 1998.

In the Fall of 1997, TDA charted a new business development strategy in Mexico as the country's economy continued its steady recovery following the 1994-95 peso crisis. In tandem with the renewed interest of U.S. companies, TDA sent the Country Manager for Mexico on a 10-week assignment to Mexico in order to re-energize the agency's program in that country. The major success of the effort was the development of new relationships with the Mexican private sector — an increasingly important actor in the development of basic infrastructure. These new contacts, together with renewed relationships with public officials and U.S. companies active in Mexico, have already laid the groundwork for a dynamic new program in Mexico.

Highlights of the agency's investments in Mexico in 1998 include studies to plan an

electric power distribution automation project, a public transportation project in Guadalajara, a rail-port interface at the Port of Veracruz, and an orientation visit for officials from Mexico's National Water Commission.

TDA continued its staunch support of U.S. business interests in Brazil in 1998. The agency invested one-third of the budget for Latin America into projects in Brazil. The highlight of this \$3.2 million investment in Latin America's largest market is the increasing trend toward private sector projects.

Examples this year included:

- A feasibility study of a sugar cane waste electricity plant. This environmentally sound project, being studied by Advanced Engineering Associates, a small Massachusetts company, would burn sugar cane waste to generate energy to supply power for a sugar mill.
- A feasibility study for a mine-mouth, coal-fired power plant in Brazil conducted by Parsons Power Group, Inc. of Reading, Pennsylvania.



Newton Pereira Rodrigues, Director-President, Companhia de Águas e Esgotos do Rio Grande do Norte (CAERN) and Catherine Lee, a partner of Wright-Pierce Inc. of Topsham, Maine, take part in a grant signing for the CAERN Wastewater Treatment feasibility study. The grant for the Brazilian project was signed at an EPA Region I conference in Nashua, New Hampshire.

TDA PROGRAM FUNDS BY REGION			
REGION	ANNUAL FUNDS	ADDITIONAL FUNDS	TOTAL FUNDS
AFRICA/MIDDLE EAST	\$7,721,664	\$526,594	\$8,248,258
ASIA/PACIFIC	\$8,673,851	\$24,689	\$8,698,540
SOUTH ASIA	\$974,922	\$0	\$974,922
EUROPE	\$6,533,520	\$11,046,343	\$17,579,863
LATIN AMERICA	\$9,878,346	\$101,845	\$9,980,191
NIS	\$209,711	\$8,898,318	\$9,108,029
MULTI/REGIONAL	\$572,641	\$883,564	\$1,456,205
TOTAL	\$34,564,655	\$21,481,353	\$56,046,008

Figure 5. TDA receives transfers from other agencies to supplement its programs, including funds from the Freedom Support Act for its NIS program.

## Bolivia Brings Big Bucks for U.S. Exporters

As part of an extensive economic reform program, Bolivia's Ministry of Capitalization coordinated the privatization of a range of state-owned companies. The electric company, Ende, was one of the initial priorities of this initiative. Given the needed upgrades in the generation, transmission, and distribution of electricity, this project represented important opportunities for U.S. exporters. In a 1994 TDA-funded feasibility study, Ende selected the Missouri firm Black & Veatch to review the core financial and technical elements of the capitalization and the needed upgrades.

Ende was fully capitalized in 1998 and subsequently divided into several separate companies. U.S. firms won the privatization of three major power plants. Since previous upgrades had used European equipment, it was especially important U.S. companies be in charge of future upgrades. In the end, General Electric turbines and other U.S. engineering services were selected to complete a total of \$53.3 million in upgrades.

This project would increase local power production in Rio Grande do Sul, alleviating regular power shortages in the region.

- An orientation visit for Brazilian Rail officials to meet with U.S. manufacturers of rail maintenance equipment. This timely visit was held just prior to the final round of rail network privatizations and concessions. The new concessionaires are planning major upgrades and construction of new rail lines. The delegation visited: Philadelphia, Pennsylvania; Chicago, Illinois; Dallas, Texas; Montgomery, Alabama; and Bristol, Tennessee.

One of TDA's most intriguing recent initiatives in Latin America is a pair of feasibility studies on high-tech navigation systems. The first study will examine satellite-based navigation systems for Chile's Civil Aviation Authority. Implementation will enable commercial flights to map their own routes and fly more

directly to their destinations. This method will save a considerable amount of fuel, thus providing both economic and environmental benefits. The second feasibility study will electronically map the approach and departure patterns at 20 airports across the region. TDA is working to encourage Latin American civil aviation authorities to adopt U.S. standards for aviation safety, thus opening the door for American companies to win hundreds of millions of dollars in future business. In September 1998, TDA worked in partnership with the Federal Aviation Administration to sponsor the second Americas' Aviation Conference, with the primary focus on safety through the adoption of U.S. technology.



***"In the type of business we are in (Engineering/Construction), projects are large, usually complicated and always take a considerable amount of time, energy and resources to bring to fruition. What we get out of an opportunity such as the one organized by TDA is the ability to better understand the projects and to be able to interact directly with the potential clients. We strongly believe these two items are very important to U.S. firms, as we are now venturing into markets historically dominated by our European competitors. We have a lot to catch up on with regards to the current market position of our European colleagues in Latin America."***

JULIAN SANDINO, PH.D.

VICE PRESIDENT, BLACK & VEATCH INTERNATIONAL, KANSAS CITY, MISSOURI

AFTER ATTENDING "ENVIRONMENTAL OPPORTUNITIES IN CHILE,"

AN ORIENTATION VISIT AND BUSINESS BRIEFING HELD IN MARCH 1998 IN WASHINGTON, DC.

## New Independent States (NIS)

1998 INVESTMENT: \$9.1 MILLION  
62 ACTIVITIES

TDA continued to make investments in private sector projects and those supported by international financial institutions across the NIS during 1998. TDA's ability to be a leader at the cutting edge of U.S. foreign and commercial policy was perhaps nowhere more evident this year than in the Caspian Sea region.

The competition is fierce to tap energy resources in the Caspian region and transport them to western markets. The U.S. supports the development of multiple pipelines to prevent the region from becoming overly dependent on any one transport route. The U.S. also opposes pipelines through Iran.



TDA's Crossroads of the World Conference, held in Istanbul Turkey, drew the largest crowd ever to a TDA event. Georgian President Eduard Shevardnadze addressed the audience of 700 U.S. and regional business leaders and officials via satellite.

## A Small New Jersey Company's Road to Success — Paved with the Help of TDA Assistance

Upgrading and maintaining Russia's roads is one of the highest priorities for the Russian government. With significant World Bank loans targeting the Russian federal road system, modern construction equipment to implement these measures is needed. However, the expense of purchasing this capital equipment is prohibitive. TDA and Hoffman International, Inc., a small Piscataway, New Jersey firm, worked to develop a value-added leasing company to address this budget constraint and enhance the efficiency of the construction operations.

Hoffman and TDA shared the cost of the \$195,000 feasibility study to evaluate the idea. Following the study, Hoffman and the company's

local partner Rosremdormash established RAM Tech Leasing, a private leasing corporation.

The initial U.S. equipment imported by the new joint venture was commended for its reliability and competitive prices. In March 1996, TDA funded an orientation visit organized by the American Road & Transportation Builders Association to bring members of the Russian road industry to the United States to visit actual construction sites and factories in: Piscataway and Somerset, New Jersey; Las Vegas, Nevada; and Kingman, Arizona.

Total U.S. exports of road rehabilitation and maintenance equipment associated with this coordinated and timely TDA effort are up to \$10 million and growing.





*"The dedication of the U.S. Trade and Development Agency, Ex-Im, and OPIC conveyed the message that the United States gives high priority to the development of the Caspian energy infrastructure."*

— VICE PRESIDENT AL GORE

### **TDA's Oil and Gas Pipeline Projects in the NIS and Central and Eastern Europe — \$2 Billion in U.S. Export Opportunities**

#### **Trans-Caspian Gas Pipeline Project (Turkmenistan)**

A \$750,000 TDA-funded study evaluated a gas pipeline across Turkmenistan, under the Caspian Sea, to Azerbaijan, through Georgia, to Turkey. Enron of Houston, Texas, conducted the study after being selected by the Government of Turkmenistan in a competitive bidding process.

#### **Yuzhniy-Brody Oil Pipeline Project (Ukraine)**

TDA contributed \$750,000 to a \$1.5 million study of a pipeline connecting a new oil terminal near Odessa to the existing Druzhba pipeline system. The pipeline will promote Ukraine's energy self-sufficiency, reduce Bosphorus tanker traffic, and provide alternate supplies of higher quality crude oil to the refineries of Central and Eastern

Europe. Gulf Interstate Engineering of Houston, Texas, conducted this study.

#### **Trans-Balkan Oil Pipeline Project (Bulgaria)**

A pipeline originating at the Bulgarian port of Burgas, through FYR Macedonia and terminating in the Albanian port of Vlore is the subject of another TDA-funded study. TDA contributed \$588,000 toward the \$980,000 study with the New York firm AMBO conducting the study and cost-sharing the balance.

#### **Constanta-Trieste Oil Pipeline Project (Romania)**

TDA is also investing \$650,000 in a feasibility study on a pipeline from Constanta, Romania, across Hungary and Slovenia to Trieste, Italy. HLP Parsons of New York is conducting the study.

In the end, pipeline decisions will be made by individual companies based on the profitability of individual routes, and not just on U.S. policy preferences. Therefore, the agency must work with U.S. companies and the countries in the region to help ensure non-Iran routes receive every consideration and can be made profitable.

This is one reason TDA's NIS and Europe regions worked together to sponsor the "Crossroads of the World Conference" in Istanbul, Turkey, last May. The event focused on infrastructure projects in the Black Sea, Caspian and Caucasus regions. With more than 700 participants — including the heads of the three U.S. trade finance agencies meeting together overseas for the first time — the tremendous turnout drove the message home that the United States is serious about its engagement in this region.

"Crossroads of the World" was an excellent start, but the real tests of success are follow-through and results. TDA's plan includes:

1. The three trade finance and investment agencies — Ex-Im, OPIC and TDA — have established executive-level Caspian Region working teams. They will coordinate and work aggressively to identify prospective projects and help move them from proposal to development.
2. A multi-agency Caspian Regional Trade Finance Business Development Office in Ankara will be established in January 1999 thanks to the help of the Department of Commerce and the enthusiastic support of U.S. Ambassador to Turkey Mark Parris. This is a first-of-its-kind Administration initiative.
3. TDA is organizing a four city U.S. tour for the American Ambassadors to the Caspian Region in May 1999.

### **Central and Eastern Europe**

1998 INVESTMENT: \$17.6 MILLION  
104 ACTIVITIES

Gas and oil pipelines designed to bring the energy resources of the Caspian Sea to Western markets also played an important role in TDA's program in Central and Eastern Europe, particularly in the Bulgarian and Romanian pipeline projects. TDA also continued to develop special initiatives in Bosnia & Herzegovina and the South Balkans. The agency increased its efforts in Romania and elsewhere in the region.

This was the second straight year TDA experienced strong demand for the agency's program in Romania. With the new government focusing on privatization and establishing a more favorable investment climate, TDA has increased the agency's activities in investor-led projects. For example, of the five grants signed during the July 1998 visit to the U.S. by Romanian President Constantinescu, three were targeted at projects driven by the private sector. These included projects in power generation, data communications, and petrochemical production.

Another highlight this year was TDA's San Francisco conference on "Telecommunications and Information Technology Opportunities in Central and Eastern Europe." Attending the event were 125 U.S. executives together with 40 project representatives from 15 countries. They discussed opportunities worth \$5 billion associated with more than 80 upcoming projects. This conference was especially valuable because it helped introduce TDA to a new and wider range of information technology companies. It also gave the host country officials an opportunity to get access to IT solutions of which they might otherwise have not been aware. The conference has already laid the groundwork for several new TDA projects in 1998 with more expected during 1999.



*The Honorable Marisa Lino, U.S. Ambassador to Albania, joins Albanian officials in inspecting equipment procured by TDA from U.S. firms as part of President Clinton's South Balkan Development Initiative.*

### **Bosnia & Herzegovina**

In the third year, TDA's Bosnia & Herzegovina program continued to prove its success. This special initiative, funded under the Support for Eastern European Democracy Act, is designed to promote peace in the region by helping secure economic prosperity and Bosnian self-sufficiency.

#### **Highlights of the Bosnia Program this year included:**

- A feasibility study of a stone brick manufacturing facility in Mostar conducted by Concrete Service Network of Alpena, Michigan.
- A feasibility study of an electronic funds transfer network in Bosnia conducted by MICREL of Denver, Colorado.
- A \$350,000 TDA grant for a feasibility study of a cargo airport at Tuzla conducted by Louis Berger International of East Orange, New Jersey.



*TDA has not purchased its own private rail car! However, the Bulgarian Ministry of Transportation publicly demonstrated the country's enthusiastic support for the U.S. South Balkan Development Initiative by painting TDA's logo on one of its own.*

TDA recorded a major success in the Bosnia program in 1998 as the Bosnian company Aluminij Mostar restarted its anode production and aluminum smelter for the first time since 1993. A \$430,000 TDA-funded feasibility study in 1997 laid the groundwork to establish Aluminij Mostar as one of the few businesses in that nation to restart significant production and generate export revenues through trade with neighboring countries. Negotiations to upgrade the facility are now underway, and future upgrades will result in significant U.S. exports.

#### **The South Balkan Development Initiative**

When TDA kicked off the South Balkan Development Initiative in May 1996, there was not one American firm pursuing transportation infrastructure business in Albania, Bulgaria, or FYR Macedonia. Today, there is a cadre of dedicated business pioneers committed to developing

the region's commercial potential. TDA has helped introduce these companies to a region with which they were unfamiliar. More importantly, building a three-nation economic and transportation corridor has helped create a new market that is greater than the sum of its parts. With the eastward expansion of the U.S. commercial horizon in Europe already in full swing, a southeastern shift may bring the next major jump in U.S.-European trade. The decision by the U.S. State Department to use Support for East European Democracy Act funding in this creative fashion has been a plus for the countries and for U.S. companies.

#### **1998 SBDI Highlights:**

- "SBDI Transportation Business Roundtable" — Ohrid, FYR Macedonia, June 1998 — Participants included 50 U.S. business representatives, Transportation Ministers and Deputy Ministers of the corridor countries, as well as the U.S. Ambassadors to Albania, Bulgaria and FYR Macedonia. The conference targeted 29 major projects representing \$2.5 billion in potential export opportunities.
- The east-west corridor transportation feasibility study was completed in June 1998 outlining a strategic direction for the future of regional transportation development.
- TDA has deployed a new tool through SBDI: equipment procurement. Important deliveries were made this year in road and rail reconstruction equipment to Albania, rail and locomotive parts to FYR Macedonia and fiber optic cabling and equipment to Bulgaria.

#### **Turkish Power Projects Energize \$300 Million in U.S. Exports**

The Turkish power sector's path to privatization has created fierce international competition since the early 1990's. With plans to boost power generation fourfold, this initiative will require more than \$90 billion in capital investment over the next 25 years. U.S. businesses are anxious to establish a foothold in this market, and TDA is an active partner in that effort.

Throughout this decade, TDA has tracked Turkey's privatization efforts and the country's growing demand for power. A 1993 orientation visit brought Turkish officials to the United States to see U.S. thermal technology in action, and a 1995 conference in Ankara, Turkey, provided U.S. firms a forum in which they could present their technologies and services for these private power initiatives.

TDA's efforts have paid off to the tune of more than \$300 million in U.S. exports. Enron of Houston, Texas, won a turn-key project to construct a 500 MW power plant for which Stone & Webster of Boston, Massachusetts, is providing engineering services. As of summer 1998, the project is 50 percent complete with a final completion date slated for June 1999.

In 1998, TDA continued to focus many of the agency's resources in the Turkish power sector. In October, TDA sponsored a team of Turkish electric power officials to the U.S. to investigate high-tech U.S. electricity distribution systems. During this visit, the Turkish delegation viewed U.S. SCADA technology in action in: Melbourne, Florida; Atlanta, Georgia; Chicago and Springfield, Illinois; Detroit, Michigan; Minneapolis, Minnesota; and Houston, Texas.





## Africa and the Middle East

1998 INVESTMENT: \$8.2 MILLION  
74 ACTIVITIES

TDA did business in 16 countries in Africa and the Middle East this year, including 10 countries in sub-Saharan Africa. The agency has a long commitment to developing business relationships for U.S. firms in this region, and 1998 was the Africa program's best year ever.

A highlight of this year's program in Africa and the Middle East was a series of aviation-related projects in support of President Clinton's Safe Skies for Africa Initiative. The objective of the initiative is to promote safety and security in Africa's aviation industry and to help foster growth in aviation services between Africa and the United States. In 1998, TDA invested more than \$1.3 million in aviation projects which will help access more than \$500 million in export opportunities for U.S. firms.



### Highlights of TDA's Africa and the Middle East aviation projects included:

- An April 1998 conference in Los Angeles featuring aviation projects in 17 countries worth more than \$2 billion in potential U.S. exports.
- Two feasibility studies, together worth \$800,000, to plan the modernization and expansion of the Borg El-Arab and the Asyut airports in Egypt.
- A \$327,000 feasibility study grant to the Southern African Development Community's Transport and Telecommunications Committee for an evaluation of satellite-based augmentation systems for air traffic control in the region.
- A \$64,000 feasibility study grant to Air Namibia to hire the SABRE Group of Fort Worth, Texas, to conduct a review of ongoing operations, projected demand changes, and preparation of a strategic and procurement-specific plan for the growth of the airline.
- A \$100,000 technical assistance grant to Ethiopian Airlines to help the carrier cover costs of certifying the Boeing 767 and 757 flight simulators used for training by a variety of African and Middle Eastern airlines.

A new program in Lebanon is another highlight of the year's activities in this region. When the U.S. State Department lifted the ban on travel by U.S. nationals to Lebanon in July, 1997, TDA hit the ground running to help U.S. companies enter this dynamic market. TDA staff immediately began working with the Embassy to uncover opportunities for U.S. companies. Today, the Ministry of Hydrologic and Electric

Resources is working with TDA on two new projects — one to upgrade the electricity billing and revenue collection system and a second to examine the supply and storage options for the proposed national gas pipeline system. Another TDA-funded feasibility study is reviewing the potential for converting and privatizing two military airports. Markets traditionally dominated by European competitors are always tough to crack, but TDA is working hard to keep the playing field level for U.S. companies in Lebanon.

In an effort to lay the groundwork for important new initiatives in southern Africa in 1999, TDA sent the agency's Country Manager for sub-Saharan Africa to Johannesburg for three months in the fall of 1998. In this case, the staff member has also been trained to market the programs of the Export-Import Bank and the Overseas Private Investment Corporation with a view towards expanding the activities of all three agencies in the region.

### "Networking" Pays off for Maryland Company

The 20th Century brought us the industrial age and the 21st will carry us into the age of information. From the start, U.S. businesses have been on the cutting edge of telecommunications and information technology, producing the fastest and most reliable equipment and services in the world. TDA is dedicated to helping open more markets for American companies to export their innovative technology.

With fewer phones across the African continent than in New York City alone, Africa represents an incredible market for telecommunications and information technology. In 1995, TDA hosted a delegation of key telecommunications officials from across Africa to visit the U.S. to see the latest cellular technology firsthand. For Hughes Network Systems of Germantown, Maryland, the contacts made during this visit generated \$4 million in sales during 1998.

Breaking into emerging markets can take years and U.S. businesses appreciate every opportunity to learn about upcoming projects and network with the key officials responsible for purchasing equipment. In October 1998, TDA continued efforts to involve American companies in this dynamic market with a conference in Cape Town, South Africa. Fifty different telecommunications and information technology projects in sub-Saharan Africa were detailed at this event. Representatives from Hughes Network Systems joined more than 100 other U.S. business executives to learn about these opportunities which totaled more than \$5 billion in potential U.S. exports.



*U.S. Minister Counselor Millard W. Arnold, Jr., addresses American business executives and African telecommunications officials in Cape Town.*

## Asia and the Pacific

1998 INVESTMENT: \$9.7 MILLION  
81 ACTIVITIES

The Asian financial and economic downturn has raised tremendous challenges for infrastructure development across Asia. It is clear this type of activity in the region will slow down, at least temporarily, but in the long term, these markets remain important for U.S. exporters. TDA is receiving fewer project proposals in some markets, and some projects that TDA had supported in the past have been postponed. At the same time, the agency is already receiving new proposals related to IMF-instigated privatizations, and interest remains strong in the countries that have reacted effectively to the crisis.

In March, TDA gained special insight into how U.S. companies perceive the changing Asian reality. Though cautious, they are correctly not giving up on Asia. During "Asia Transport '98",



The "Asia Transport '98" conference in Bangkok, Thailand, presented many tangible opportunities for U.S. exporters. Above, (left to right) TDA Deputy Director, Nancy Frame; U.S. Ambassador to Thailand, William Itoh; Minister Suthep Thaugsuban, SRT (State Railways of Thailand) Deputy General Manager; and Sriyoudh Sirivedhin of SRT sign a \$350,000 TDA grant for a feasibility study on the privatization of locomotive and rolling stock maintenance facilities in Thailand.

a TDA-sponsored conference, 80 U.S. executives joined 40 transportation officials from eight Asian nations to talk about 35 major infrastructure projects slated for development in the coming years. U.S. companies are especially careful in their marketing strategies in Asia now, and that is why they appreciated the opportunity to meet so many people in one place. The decision to move forward with the conference despite the worsening crisis was vindicated by the turnout and the commitment of U.S. companies. The message from the Asian participants was equally clear: though the crisis is far from over, infrastructure investment in Asia will continue.

Projects aimed at helping developing countries advance privatization efforts in partnership with U.S. companies were the major highlights of TDA's Asian investments in 1998. In Thailand, Raul V. Bravo and Associates of Vienna, Virginia, is conducting a TDA feasibility study to examine the privatization of a rail maintenance center that would establish a commercial entity to maintain locomotives and rolling stock across the country. TDA is also looking at privatization projects in wastewater treatment and other sectors in Thailand and the Philippines.

Similarly, in the Philippines, TDA invested in a study laying the groundwork for the establishment of a private entity to process visa and passport information. The willingness to privatize a function traditionally under the purview of governments in most countries is an indication of the sophisticated approach applied by the Government of the Philippines in seeking to provide improved services to its citizens. Indeed, the Philippines now represents TDA's largest program in Asia, with fourteen major projects supported this year.

TDA began a business development experiment last year by placing a Deputy Regional Director for Asia in Manila. The experiment has paid off, as can be seen in the excellent 1998 portfolio of TDA investments in this region. Business development efforts have focused on reaching out to the Asian Development Bank and to new private sector partners, strengthening cooperation with regional Foreign & Commercial Service officers, and advancing a new program in Vietnam.

## Vietnam

Vietnam has become another priority country for TDA since the agency opened its doors for business in 1997. TDA is helping move Vietnam toward a free market economy by supporting private investment in power, petrochemicals and telecommunications.

### 1998 Vietnam Highlights

- TDA invested in three independent power projects (IPP's) in Vietnam in 1998.

### A Smart Deal for a Wisconsin Firm

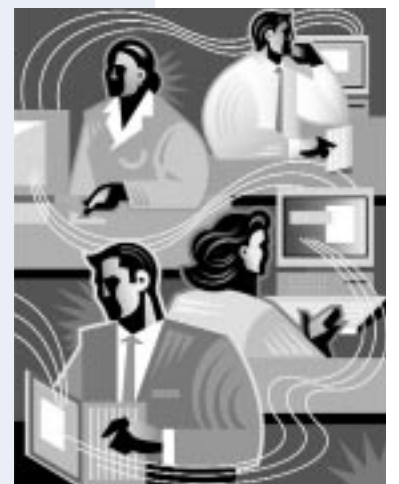
Thailand's desire to improve its higher education system and Malaysia's need to upgrade the country's polytechnic school system will require investments of more than \$1.5 billion. In 1995, TDA provided funds to bring several Thai and Malaysian officials to the United States to promote the use of U.S. technology and equipment in higher education. International competition was already in full swing to capture these opportunities and TDA acted quickly to maintain an active U.S. presence. Prior to this TDA-sponsored orientation visit, the British had already sent a technical assistant on a six-month contract to help write the specifications for many of these projects. TDA was not prepared to stand by and let the British sweep up the entire package.

Edu-Systems, Inc. of Walworth, Wisconsin, took part in this visit so they could develop working relationships with Thai and Malaysian project sponsors. As a leading supplier of equipment and technical assistance to educational projects, this innovative company seized the opportunity to

demonstrate four software packages to the Malaysian delegation. By early 1998, Edu-Systems had sold more than \$17 million in electronics equipment to several Malaysian technical schools. The company credits these sales, in large part, to the contacts they made in the planning phase of this project during the Wisconsin portion of the orientation visit.

Cities visited:

- RESEARCH TRIANGLE PARK, NORTH CAROLINA
- LOS ANGELES AND PALO ALTO, CALIFORNIA
- OKLAHOMA CITY, OKLAHOMA
- MADISON, WISCONSIN
- CHICAGO, ILLINOIS
- UNIVERSITY PARK AND PHILADELPHIA, PENNSYLVANIA
- SPRINGFIELD AND BOSTON, MASSACHUSETTS
- INDIANAPOLIS, INDIANA





U.S. Exports  
Take Flight With  
TDA Training Grant

A March 1995 training grant to help upgrade Indonesia's flight training facility has paved the way for more than \$21.5 million in U.S. exports. A combination of intense lobbying and concessional financing offered by the French government initially succeeded in convincing the Indonesians to purchase a majority of the equipment from France. TDA stepped in at a key time in support of U.S. exporters, offering a \$300,000 grant to place an aviation training advisor at Indonesia's training facility. This grant successfully neutralized the French offer.

Since that time, SysTech, a small Nevada company, has provided \$10.5 million in training and training simulators; Frasca, a small Illinois company, has sold five simulators; and Raytheon of Kansas has sold \$11 million in Beech Aircraft.

In these projects, a private company invests its own money to construct and operate a power plant and then sells the electricity to the national grid. One of TDA's IPP investments included a technical assistance grant in support of efforts by Enron of Houston, Texas, to develop a gas fired power plant.

- TDA also invested in a feasibility study for the development of a Linear Alkylbenzene (LAB) facility, which will produce environmentally-friendly raw materials for the detergent industry. This study is being conducted by UOP Technology of Chicago.
- In September, TDA hosted a delegation of Vietnamese telecommunications officials to Washington, D.C., and San Francisco and San Diego, California. U.S. manufacturers of telecommunications equipment met with these officials to discuss four upcoming projects that could benefit from U.S. satellite, spectrum management and network equipment and services.

TDA's work in Indonesia has suffered greatly in the Asian crisis. Projects that generate revenue for the government or business, however, remain excellent opportunities for U.S. firms. In one example, TDA is funding a feasibility study of a revenue producing aviation

communications project conducted by ARINC of Annapolis, Maryland. Given Indonesia's commitment to improved air safety and the government's need for income, this is a top priority project.

South Korea offers an especially interesting example of TDA's leadership in Asia. A number of investments have been made in South Korea recently and the agency is optimistic they will yield significant U.S. exports. But TDA's efforts in that nation also have another motive. North Korea may one day rejoin the community of nations, benefit from World Bank or Asian Development Bank loans for major infrastructure projects, and therefore become a potential market for U.S. firms. Many U.S. companies believe future opportunities in North Korea will be won by companies which have already established a foothold in South Korea. TDA is working to ensure the agency and its private sector partners are all positioned for that hopeful day in the future.

TDA closed the agency's programs in India and Pakistan in May 1998 after President Clinton determined sanctions should be imposed following the detonation of nuclear explosive devices by those two nations. The Congress granted waiver authority to the President for these sanctions in July 1998 and TDA anticipates reopening the agency's programs in both India and Pakistan in 1999.

JOHN CANTON  
PRESIDENT, SYSTECH, CARSON, NEVADA

FY 1998 Program Activities — By Region

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AFRICA/MIDDLE EAST						
Algeria	Sonelgaz 1200MW IPP Power Project	Feasibility Study	Selection in progress			\$ 562,000
Algeria	Sonelgaz Business Briefing	Conference	Koeppen, Elliott & Associates, Ltd.	Washington	DC	5,000
Botswana	Ferrogrow Fertilizer Plant	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	2,500
Egypt	IDSC Geographic Information System	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	2,500
Egypt	MIDOR Oil Refinery Environmental Assessment	Desk Study	Aries 4 Limited	Greenville	PA	2,500
Egypt	MIDOR Oil Refinery Environmental Assessment	Feasibility Study	Woodward-Clyde, International	San Diego	CA	193,000
Egypt	Asyut Airport Expansion & Modernization	Feasibility Study	AAROTEC, Inc.	Fairfax	VA	400,000
Egypt	Borg El-Arab Airport Conversion & Modernization	Feasibility Study	Selection in progress			400,000
Egypt	Privatization Conference -- Project Profiles	Technical Assistance	Chemonics International, Inc.	Washington	DC	150,000
Egypt	Privatization Conference	Conference	Chemonics International, Inc.	Washington	DC	228,149
Egypt	Suez Ammonia Production Plant	Feasibility Study	The M.W. Kellogg Technology Company	Houston	TX	303,750
Eritrea	Poultry Processing Facility	Desk Study	The GIC Group	Alexandria	VA	2,500
Ethiopia	Asphalt Plant	Feasibility Study	ITEPS Limited, Inc.	Bakersfield	CA	174,000
Ethiopia	Flight Simulator Certification	Technical Assistance	USDOT/FAA/Office of International Aviation	Washington	DC	100,000
Ethiopia	IFC Plant and Equipment Hire	Feasibility Study	Miles Wortman	New York	NY	79,700
Ethiopia	World Bank Africa Division Rural Electrification	Technical Assistance	NRECA International, Inc.	Arlington	VA	*43,000
Gabon	Cellular and Telephone Switching Systems	Desk Study	CLC Consulting, Inc.	Alexandria	VA	1,000
Ghana	Accra-Tema Rail Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Ghana	Power and Energy	Definitional Mission	ENPRO	Walnut Creek	CA	23,987
Ivory Coast	Sud Banco Bridge	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Ivory Coast	Fruit Processing and Juicing Project	Feasibility Study	The NEDLOG Company, Inc.	Wheeling	IL	84,050
Ivory Coast	Gas Beneficiation	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,611
Mauritius	Fort William Greenfield Thermal Power Plant	Feasibility Study	Selection in progress			390,240
Mauritius	LPG Storage Tank Relocation	Feasibility Study	Selection in progress			208,400
Morocco	Yasmine Can Manufacturing Plant	Desk Study	The GIC Group	Alexandria	VA	2,500
Morocco	Yasmine Can Manufacturing Plant	Feasibility Study	Yasmine Enterprises	Denver	CO	187,000
Morocco	Airport Security Modernization	Feasibility Study	Selection in progress			250,000
Morocco	Khouribga Co-Generation and Phosphate Drying Plant	Feasibility Study	Black & Veatch International	Kansas City	MO	252,000
Namibia	Walvis Bay Grain Storage Terminal	Desk Study	CORE International, Inc.	Washington	DC	2,500
Namibia	Walvis Bay Grain Storage Terminal	Feasibility Study	African Agro-Industries, LLC	Reston	VA	65,000
Namibia	Air Namibia Diagnostic Review & Reservation System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Namibia	Air Namibia Diagnostic Review & Reservation System	Feasibility Study	SABRE Group	DFW Airport	TX	64,000
Senegal	Chemical Plants Expansion and Upgrade	Feasibility Study	Jacobs Engineering, Inc.	Lakeland	FL	298,000
South Africa	Peacock Bay Industrial Waste Incineration	Desk Study	Performance Technology, Inc.	Lewiston	ME	2,440
South Africa	Peacock Bay Industrial Waste Incineration	Feasibility Study	Selection in progress			343,500
South Africa	Digital Satellite Service	Desk Study	Global Resources	Corona Del Mar	CA	2,500
South Africa	SATRA Emergency Radio Trunking Systems	Desk Study	Telematics Engineering	Reston	VA	2,500
South Africa	SATRA Emergency Radio Trunking Systems	Feasibility Study	Selection in progress			75,000
South Africa	MW/M/Gauteng Solid Waste Recycling	Feasibility Study	Environmental Waste Technologies, Inc. LLC	Atlanta	GA	324,000
Zambia	World Bank Africa Division Castor Oil	Technical Assistance	Jeanne Browning	Plainview	TX	*14,540
Africa Regional	SADC Satellite-based Air Traffic Control	Technical Assistance	Selection in progress			327,000
Africa Regional	Power Generation	Definitional Mission	Energy and Environmental Consulting Engineers	Mission Viejo	CA	24,725
Africa Regional	Telecommunications (Namibia/Angola)	Definitional Mission	Jerry Freibaum	Bethesda	MD	25,000
Africa Regional	Telecommunications/IT Briefing Book	Technical Assistance	Price Waterhouse, LLP	Arlington	VA	91,761
Africa Regional	Telecommunications/IT Technology Conference	Conference	Science & Engineering Associates, Inc.	McLean	VA	159,885
Africa Regional	Telecommunications/IT Technology Conference	Conference	World Travel Service	McLean	VA	60,000
Africa Regional	World Bank Telecommunications/IT Technology	Desk Study	Development Finance International Inc.	Bethesda	MD	2,500
Africa Regional	Sub-Saharan Timber and Downstream Industries	Orientation Visit	Meridian International Center	Washington	DC	79,992
Africa Regional	ADB MIS Upgrade	Desk Study	Telematics Engineering	Reston	VA	2,500
Africa Regional	Angola/South Africa Oil and Gas	Definitional Mission	Intratech, Inc.	McLean	VA	24,472
Jordan	Border Security Modernization	Feasibility Study	Aerospace Services International, Inc.	Herndon	VA	249,000
Jordan	Port of Aqaba LPG Storage Facility	Feasibility Study	Arkel International, Inc.	Baton Rouge	LA	102,400
Lebanon	Quleaat and Rayak Airports Airspace Study	Desk Study	CORE International, Inc.	Washington	DC	2,500
Lebanon	Quleaat and Rayak Airports Conversion	Technical Assistance	Parsons Brinckerhoff International	Herndon	VA	24,000
Lebanon	Billing and Revenue Collection Modernization	Desk Study	Power Tech Associates, PC	Paramus	NJ	2,500
Lebanon	MHER Billing and Revenue Collection Modernization	Feasibility Study	Alpha-Gamma Technologies, Inc.	Raleigh	NC	340,000
Lebanon	Normandy Landfill Reclamation	Desk Study	Performance Technology, Inc.	Lewiston	ME	2,460
Lebanon	LNG Pipeline/Terminal	Feasibility Study	Selection in progress			500,000
Lebanon	National GIS Project	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	2,500
Yemen	Healthcare/Hospital Projects	Definitional Mission	Eccles Associates, Inc.	New York	NY	24,887
Yemen	Yemen Cement Plants	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Yemen	WB Sana'a 50 MW Emergency Power Facility	Technical Assistance	Verner, Lipfert, Bernhard, McPherson and Hand	Washington	DC	60,000
ME Regional	Aqaba-Eilat Airport/Financial Management	Technical Assistance	AAROTEC, Inc.	Fairfax	VA	148,445
ME Regional	Middle East LNG/LPG Projects	Desk Study	International Development Planners	San Francisco	CA	9,800
Africa/ME Regional	Project Analyst	Technical Assistance	Danielle M. Camer	Washington	DC	12,500
Africa/ME Regional	Africa-Middle East Aviation Briefing Book	Technical Assistance	AAROTEC Educational Foundation, Inc.	Fairfax	VA	99,775
Africa/ME Regional	Africa-Middle East Aviation Industries	Orientation Visit	Louis Berger International, Inc.	Washington	DC	159,066

*“TDA's grant was offered at a critical time when the French competition was exercising strong political muscle while proposing significant government supported financial packages and technical support.”*

JOHN CANTON  
PRESIDENT, SYSTECH, CARSON, NEVADA

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Africa/ME Regional	Africa-Middle East Aviation Conference	Conference	Foreign Trade Association of Southern California	Los Angeles	CA	106,000
Africa/ME Regional	Africa-Middle East Aviation Industries	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	25,000
Africa/ME Regional	Telecommunications (Cote d'Ivoire/Mozambique)	Definitional Mission	Global Resources	Corona Del Mar	CA	24,980
Africa/ME Regional	Algeria/Mozambique Power Sector	Definitional Mission	Energy and Environmental Consulting Engineers	Mission Viejo	CA	24,920
Africa/ME Regional	Solid Waste Officials	Orientation Visit	Chemonics International, Inc.	Washington	DC	108,493
Africa/ME Regional	Egypt and Yemen Fertilizer Sector	Definitional Mission	RKR & Associates	Oakton	VA	24,950
Africa/ME Regional	Africa/Middle East Project Analyst	Technical Assistance	Cybill Sigler	Alexandria	VA	25,000
Africa/ME Regional	World Bank Africa Division Telecom Conference	Conference	Barbara Keating	Germantown	MD	*28,300
Africa/ME Regional	Regional Wastewater Treatment Projects (Jordan, Tunisia, Yemen)	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,998
Africa/ME Regional	Urban Transportation — South Africa & Israel	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	97,422
Africa/ME Regional	African Regional Airlines	Orientation Visit	Marison International	Boston	MA	30,000
Africa/ME Regional	World Bank Africa Division Credit Line Initiative	Technical Assistance	Development Finance International Inc.	Bethesda	MD	*15,500

TOTAL FOR AFRICA \$8,248,258

ASIA

Bangladesh	Strategic Gas Utilization Study	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	\$ 23,670
Bangladesh	Strategic Gas Utilization Study	Feasibility Study	Selection in progress			400,000
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	15,592
India	Hirakud Aluminum Smelter Modernization	Desk Study	ENPRO	Walnut Creek	CA	2,500
India	Hirakud Aluminum Smelter Modernization	Feasibility Study	Kaiser Aluminium Technical Services, Inc.	Spokane	WA	500,000
India	National Hydrocarbons Database and Archives	Orientation Visit	Mathtech International, Inc.	Princeton	NJ	30,661
India	CASNUB Freight Bogie Improvements	Desk Study	Transportation & Management Consultants, Inc.	Arlington	VA	2,500
Indonesia	Civil Aviation Advisor	Technical Assistance	OED Airport & Aviation Consultants	Ridgefield	CT	210,000
Indonesia	CNS/ATM Demonstration Project	Feasibility Study	ARNIC	Annapolis	MD	325,000
Indonesia	Trade and Technology Advisor	Technical Assistance	Ian Marceau	Oakton	VA	12,444
Indonesia	Health Sector	Orientation Visit	Meridian International Center	Washington	DC	17,740
Indonesia	F-AT-59 Radar System	Training	Airport Systems International, Inc.	Overland Park	KS	300,000
Indonesia	Telecom/Data Network and HF/VHF Data Link	Desk Study	Innovative Solutions International	Vienna	VA	4,000
Korea	Civil Aviation Air Traffic Control	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	15,250
Korea	GIS Technologies	Orientation Visit	Automated Mapping and Facilities Management International	Aurora	CO	20,000
Korea	Environmental Sector	Definitional Mission	Advanced Waste Management Systems, Inc.	Hixson	TN	22,426
Korea	Power Sector Officials	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	82,363
Korea	Sewage Sludge Technology	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	91,351
Korea	Gold Mine Remediation	Feasibility Study	Selection in progress			205,000
Malaysia	Power Distribution System SCADA	Orientation Visit	Utility Consulting International (UCI)	Cupertino	CA	41,850
Malaysia	Bukit Nanas Hazardous Waste Plant	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Malaysia	Bukit Nanas Hazardous Waste Plant — Phase I	Feasibility Study	Global Plasma Systems Corporation	Washington	DC	100,000
Malaysia	Bukit Nanas Hazardous Waste Plant — Phase II	Feasibility Study	Global Plasma Systems Corporation	Washington	DC	200,000
Malaysia	Science & Technology Officials	Orientation Visit	US-ASEAN Business Council	Washington	DC	115,616
Malaysia	Surface Transportation Sector	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Malaysia	Multimedia University Teaching Laboratories Equipment	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Malaysia	Multimedia University Teaching Laboratories Equipment	Technical Assistance	Dupont Computers, Inc.	Washington	DC	85,593
Malaysia	Railway Modernization	Feasibility Study	ICF Kaiser Engineers, Inc.	Oakland	CA	500,000
Malaysia	TNB GIS Project	Desk Study	Toro International	Tustin	CA	2,500
Malaysia	TNB GIS Project	Feasibility Study	Selection in progress			99,578
Philippines	Luzon Geothermal Energy	Other	Mesquite Group, Inc.	Fullerton	CA	19,505
Philippines	Manila Industrial Air Emission Phase II	Desk Study	Powers Engineering	Escondido	CA	2,500
Philippines	Manila Industrial Air Emission — Phase II	Feasibility Study	Ecology & Environment	Lancaster	NY	537,000
Philippines	Cebu Light Rail Transit	Feasibility Study	DeLeuw Cather International, Ltd.	Washington	DC	258,500
Philippines	Bayan Tel Expansion Plan	Technical Assistance	Teleconsult International Services, LLC	Washington	DC	150,000
Philippines	Port of Manila Railroad Project	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Philippines	NAMRIA Modernization and LWIR Projects	Technical Assistance	Telematics Engineering	Reston	VA	10,000
Philippines	Land Titling Computerization Project	Desk Study	Telematics Engineering	Reston	VA	2,500
Philippines	Land Titling Computerization Project	Technical Assistance	Associates in Rural Development, Inc. (ARD)	Burlington	VT	236,000
Philippines	Bulacan Power Project	Desk Study	Taylor-DeJongh, Inc.	Washington	DC	2,500
Philippines	LTO Motor Vehicle Inspection	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,495
Philippines	LTO Motor Vehicle Inspection	Technical Assistance	Associates in Rural Development, Inc. (ARD)	Burlington	VT	338,000
Philippines	Passport Automation System	Desk Study	Global Technology Management, Inc.	Fairfax Station	VA	2,500
Philippines	Passport Automation System	Technical Assistance	Abacus Technology, Inc.	Chevy Chase	MD	245,000
Philippines	Mindanao Mini-hydro Power Plant	Desk Study	Econergy International Corporation	Washington	DC	2,500
Philippines	Mindanao Mini-hydro Power Plant	Feasibility Study	ESI Engineering & Construction Company, Inc.	Palm Beach	FL	100,000
Philippines	Meralco Distribution Automation	Desk Study	Jim T. Reilly	Middletown	NJ	2,500
Philippines	MCX Rail Project	Desk Study	Koeppen, Elliott & Associates, Ltd.	Washington	DC	2,500
Philippines	MCX Rail Project	Feasibility Study	Booz-Allen and Hamilton, Inc./ Daniel, Mann, Johnson, & Mendenhall	Los Angeles/ Washington	CA/ DC	500,000
Philippines	World Bank Water Privatization Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Philippines	Meralco Power Quality Project	Feasibility Study	Electricity Power Research Institute (EPRI)	Palo Alto	CA	225,000
Philippines	Electricity Distribution Automation & Network Management	Technical Assistance	Utility Consulting International (UCI)	Cupertino	CA	350,000
Singapore	Changi Airport Baggage Handling System	Feasibility Study	Jervis W. Webb Worldwide Company	Farmington Hills	MI	200,000
Sri Lanka	Clean Coal Technologies	Orientation Visit	USDOE/Federal Energy Technology Center	Pittsburgh	PA	24,689
Thailand	TOT Training Seminars	Technical Assistance	Communications General International, Inc. (CGII)	Atlanta	GA	37,380
Thailand	SRT Rail Maintenance Center	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Thailand	SRT Rail Maintenance Center	Feasibility Study	Raul V. Bravo & Associates	Alexandria	VA	45,500

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Thailand	Regional Solid Waste Management Facilities	Desk Study	PADCO	Washington	DC	2,500
Thailand	MEA SCADA Project	Orientation Visit	Utility Consulting International (UCI)	Cupertino	CA	54,950
Thailand	GINet Information Technology	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Thailand	GINet Information Technology	Technical Assistance	Selection in progress			342,322
Thailand	PEA Fiber Optic	Desk Study	Jim T. Reilly	Middletown	NJ	2,500
Thailand	PEA Fiber Optic	Feasibility Study	KEMA-ECC Inc.	Fairfax	VA	450,000
Thailand	IT Banking Sector	Orientation Visit	Science & Engineering Associates, Inc.	McLean	VA	113,424
Vietnam	Can Tho Rice Export Facility	Feasibility Study	American Rice	Houston	TX	113,320
Vietnam	Banking Sector OV	Orientation Visit	MFM Management For Meetings, Inc.	Bethesda	MD	116,006
Vietnam	Hydrometeorological Systems Upgrade	Feasibility Study	The Republic Group	Arlington	VA	84,594
Vietnam	Oil and Gas Project Opportunities	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	24,990
Vietnam	Oil and Gas OV and Business Briefing	Orientation Visit	Greater Houston Partnership	Houston	TX	82,484
Vietnam	Tan Son Nhat International Airport	Desk Study	AAROTEC Educational Foundation, Inc.	Fairfax	VA	2,500
Vietnam	VNPT Telecommunications/IT	Definitional Mission	Telematics Engineering	Reston	VA	22,477
Vietnam	Dinh Vu Development Project	Orientation Visit	Greater Seattle Vietnam Association	Seattle	WA	49,803
Vietnam	Linear Alkylbenzene (LAB) Complex	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,495
Vietnam	Linear Alkylbenzene (LAB) Complex	Feasibility Study	UOP LLC	Des Plaines	IL	350,000
Vietnam	Central Vietnam Geothermal Power Plant	Technical Assistance	Selection in progress			250,000
Vietnam	EVN Transmission Disaster Reconstruction	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,495
Vietnam	Telecommunications Opportunities	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	114,768
Vietnam	Vinacoal Coal Extraction Project	Desk Study	Behre Dolbar & Company, Inc.	Yardley	PA	2,500
Vietnam	Stock Exchange Project	Desk Study	Global Technology Management, Inc.	Fairfax	VA	2,500
Vietnam	Soc Trang Power Plant	Feasibility Study	Courdert Brothers	New York	NY	450,000
Asia Regional	Kuala Lumpur MIS Conference	Conference	MFM Group, Inc.	Washington	DC	274,631

TOTAL FOR ASIA \$9,673,462

EUROPE

Albania	SBDI Elbasan-Kefasan Road/Rail Equipment	Procurement Assistance	Various U.S. Suppliers	Washington	DC	\$ 300,000
Albania	SBDI Transportation Communication Equipment	Desk Study	A.T. Lewis	El Cerrito	CA	2,340
Albania	SBDI Transportation Communication Equipment	Definitional Mission	Teleconsult International Services, LLC	Washington	DC	35,585
Albania	SBDI Rail Upgrade & Communications	Procurement Assistance	Business Promotion Consultants	Forestville	MD	1,600,000
Bosnia & Herzegovina	Infrastructure Reconstruction — Transportation Sector Advisor	Technical Assistance	Parsons Delaware Inc.	Pasadena	CA	322,481
Bosnia & Herzegovina	Infrastructure Reconstruction — Utility Sector Advisor	Technical Assistance	Morrison Knudsen Corporation	Boise	ID	265,767
Bosnia & Herzegovina	Infrastructure Reconstruction — Transportation Sector Advisor	Technical Assistance	Ralph M. Parsons Company of Delaware, The	Pasadena	CA	900
Bosnia & Herzegovina	Infrastructure Reconstruction — Energy/Database/Environment Advisor	Technical Assistance	Louis Berger International, Inc.	Washington	DC	900
Bosnia & Herzegovina	Mostar Aluminum Complex Review	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	4,961
Bosnia & Herzegovina	Mostar Aluminum Technology	Orientation Visit	Meridian International Center	Washington	DC	49,223
Bosnia & Herzegovina	TDA Program Support	Technical Assistance	Linda Milder	Granada Hills	CA	12,000
Bosnia & Herzegovina	Electronic Funds Transfer Network	Feasibility Study	MIC REL, Inc.	Denver	CO	275,500
Bosnia & Herzegovina	Infrastructure Interim Senior Coordinator	Technical Assistance	CORE International, Inc.	Washington	DC	4,506
Bosnia & Herzegovina	Transportation and Construction Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	124,160
Bosnia & Herzegovina	Leasing Joint-Venture Company	Desk Study	Ballard, Spahr, Andrews, & Ingersoll	Washington	DC	2,500
Bosnia & Herzegovina	Leasing Joint-Venture Company	Feasibility Study	BH Leasing, LLC	Alexandria	VA	170,534
Bosnia & Herzegovina	Stone Brick Manufacturing Plant Upgrade	Desk Study	Woodford Engineering, Inc.	White Bear Lake	MN	2,500
Bosnia & Herzegovina	Stone Brick Manufacturing Plant Upgrade	Feasibility Study	Concrete Services Network (CSN)	Alpena	MI	116,355
Bosnia & Herzegovina	Environmental Projects	Orientation Visit	Meridian International Center	Washington	DC	60,927
Bosnia & Herzegovina	Natural Resources Projects	Definitional Mission	Gustavson Resources, Inc.	Boulder	CO	33,226
Bosnia & Herzegovina	Hotel Zetra Project	Desk Study	Burton C. Quist	Middletown	RI	2,500
Bosnia & Herzegovina	Olympic Sites Hotel Zetra Project	Feasibility Study	Louis Berger International, Inc.	Washington	DC	256,477
Bosnia & Herzegovina	EBRD Telecom Emergency Reconstruction Project	Desk Study	Richard J. Jackson	Andover	MA	2,500
Bosnia & Herzegovina	Tuzla Airport Cargo Facilities	Feasibility Study	Louis Berger International, Inc.	Washington	DC	350,000
Bosnia & Herzegovina	Forestry/Pulp and Paper/Wood Processing Officials	Orientation Visit	Citizens Democracy Corps	Washington	DC	77,239
Bosnia & Herzegovina	Energy Officials	Orientation Visit	Chemonics International, Inc.	Washington	DC	77,388
Bosnia & Herzegovina	Tuzla and Kakanj Power Plant Rehabilitation	Feasibility Study	Parsons Group International	Reading	PA	483,418
Bosnia & Herzegovina	UNIS-MGA Gas Meter Production	Desk Study	John M. Latza	Howell	NJ	2,500
Bosnia & Herzegovina	UNIS-MGA Gas Meter Production	Feasibility Study	American Meter Company	Horsham	PA	170,800
Bosnia & Herzegovina	EKIS Communications Pilot Projects	Desk Study	Marc L. Goldschmitt	Reston	VA	2,500
Bosnia & Herzegovina	Zenica Steel Works	Definitional Mission	Midland Standard, Inc.	Cleveland	OH	23,778
Bosnia & Herzegovina	Brod and Modricha Oil Refineries Rehabilitation	Feasibility Study	Selection in progress			310,000
Bulgaria	SBDI Electronic Rail Equipment	Procurement Assistance	Siecor/ GIS Global	Gaithersburg/ Hickory	MD/ NC	300,000
Bulgaria	SBDI Transportation Officials	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	20,845
Bulgaria	SBDI Railroad Crossing Safety Panels Pilot	Feasibility Study	HIRAIL, Inc.	Lisbon	IA	296,050
Bulgaria	SBDI Burgas Intermodal Facility	Feasibility Study	Manalytics International	San Francisco	CA	300,000
Bulgaria	Telecommunications Network Mgmt/Wireless Local Loop	Definitional Mission	Telecommunications Management Group, Inc.	Washington	DC	22,473
Bulgaria	SBDI Catenary Maintenance Vehicles	Procurement Assistance	Business Promotion Consultants	Forestville	MD	1,350,000
Bulgaria	Wireless Local Loop	Feasibility Study	Selection in progress			295,000
Bulgaria	SBDI Railways Commercialization Assistance	Desk Study	William F. Hennessey	Exeter	NH	2,500
Bulgaria	SBDI Sofia Southern Highway By-Pass	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Croatia	National Library Data Management System	Feasibility Study	Selection in progress			70,000
Czech Republic	Vresova Coal Gasification Report Review	Desk Study	Econergy International Corporation	Washington	DC	1,000



COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Czech Republic	Jesenik-Zabreh Local Telephone Project	Desk Study	Competitive Strategies	Chicago	IL	4,000
Czech Republic	Jesenik-Zabreh Local Telephone Project	Feasibility Study	Teleconsult International Services, LLC	Washington	DC	72,000
Czech Republic	Valaske Mezirici Waste to Energy Power Project	Desk Study	Edgar A. Stoddard	Blacksburg	VA	2,500
Estonia	Rail Axle Load Assessment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Greece	Crete Biomass-Fired Power Project	Feasibility Study	Energy Products of Idaho	Philadelphia	PA	190,000
Hungary	Transportation Sector	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	24,889
Hungary	Budapest Metro Construction	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	73,909
Macedonia	Airport Investment and Revenue	Feasibility Study	Wilbur Smith & Associates	Columbia	SC	13,650
Macedonia	SBDI Locomotive Spare Parts	Procurement Assistance	General Motors Corporation — Electromotive Division	LaGrange	IL	1,583,356
Macedonia	SBDI Locomotive Overhaul Parts	Procurement Assistance	General Motors Corporation — Electromotive Division	LaGrange	IL	949,860
Poland	Bialystok CHP Facility Repowering	Feasibility Study	Black & Veatch International	Kansas City	MO	367,209
Poland	Tel-Energo Telecom Market Plan	Feasibility Study	Teleconsult International Services LLC	Washington	DC	270,400
Poland	Telefonia Lokalna Telecommunications	Feasibility Study	Selection in progress			168,500
Romania	CONEL Telecommunications Modernization	Feasibility Study	Selection in progress			306,000
Romania	Bucharest 150MW Greenfield IPP Project	Desk Study	Econergy International Corporation	Washington	DC	2,500
Romania	Bucharest 150MW Greenfield IPP Project	Feasibility Study	Black & Veatch International	Overland Park	KS	222,771
Romania	Sidex Steel Air Pollution Control System	Feasibility Study	Paul C. Rizzo Associates	Monroeville	PA	250,000
Romania	Chimcomplex MAN Petrochemical Project	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Romania	Chimcomplex MAN Petrochemical Project	Feasibility Study	Petron Sciencetech	Fairfield	NJ	127,500
Romania	Constanta-Io-Trieste Oil Pipeline	Feasibility Study	HLP/Parsons	New York	NY	650,000
Romania	Public Administration Data Communications Network	Feasibility Study	Selection in progress			200,000
Romania	Borzesit IIP Power JV	Feasibility Study	Kamine Romania Development Corporation	Bedminster	NJ	250,000
Romania	Power Sector	Definitional Mission	PT Consulting Company	Washington	DC	19,854
Slovak Republic	Novaky Thermal Power Plant	Feasibility Study	Selection in progress			330,000
Slovak Republic	Vojany Plant Repowering	Feasibility Study	Selection in progress			405,000
Slovenia	Water/Waste Treatment Facility Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,975
Slovenia	Environmental Treatment Facilities	Feasibility Study	Selection in progress			150,000
Turkey	Environmental Officials	Orientation Visit	Institute of International Education (IIE)	Washington	DC	350
Turkey	Power Sector	Definitional Mission	PT Consulting Company	Washington	DC	23,496
Turkey	Antalya Light Rail System	Feasibility Study	Bechtel International, Inc.	San Francisco	CA	345,000
Turkey	Antalya Cement Factory	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	4,000
Turkey	Antalya Cement Factory	Feasibility Study	Penta Engineering Corporation	St. Louis	MO	430,000
Turkey	Telecommunications Officials	Orientation Visit	Teleconsult, Inc.	Washington	DC	84,257
Turkey	Diyarbakir Water-Loss Management Project	Desk Study	Environmental Engineering and Remediation, Inc.	Portland	ME	2,450
Turkey	Diyarbakir Water-Loss Management Project	Feasibility Study	Harza Engineering Company International, L.P.	Chicago	IL	192,750
Turkey	Private Power Model Power Purchase Agreement	Technical Assistance	Selection in progress			75,000
Turkey	Wind Energy Officials	Orientation Visit	American Wind Energy Association	Arlington	VA	23,342
Turkey	Izmit Cogeneration	Desk Study	Power Tech Associates	Paramus	NJ	500
Turkey	GAP Anatolian Phosphate Fertilizer	Definitional Mission	Alpha-Gamma Technologies, Inc.	Raleigh	NC	17,160
Turkey	Telecommunications Regulatory/Licensing	Desk Study	McKinney Consulting & Systems Engineering, Inc.	Potomac	MD	5,000
Turkey	DSI Water Resources Management	Orientation Visit	Labat-Anderson, Incorporated	McLean	VA	89,859
Turkey	BOTAS Technical Advisor	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Turkey	BOTAS Advisory Assistance	Desk Study	S.H. Lucas & Associates	Pasadena	CA	1,000
Turkey	TEDAS Officials SCADA	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	67,892
Europe Regional	SBDI Transportation Sector Advisory Services	Technical Assistance	Bechtel International, Inc.	San Francisco	CA	285,000
Europe Regional	Bosnia-Croatian Port Negotiations	Technical Assistance	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	12,353
Europe Regional	South Balkans/Bosnia Special Initiative Program Support	Technical Assistance	Lance J. Ludman	Washington	DC	87,366
Europe Regional	Bulgaria/Romania Chemical Sector	Definitional Mission	Advanced Engineering Associates International, Inc.	Watertown	MA	24,910
Europe Regional	CEE Telecommunications/MIS Briefing Book	Technical Assistance	Booz-Allen and Hamilton, Inc.	McLean	VA	121,151
Europe Regional	CEE Telecommunications/MIS Conference	Conference	Koeppen, Elliott & Associates, Ltd.	Washington	DC	352,087
Europe Regional	CEE Telecom/IT Information Technology Consultant	Definitional Mission	Marc L. Goldschmitt	Reston	VA	9,990
Europe Regional	CEE Telecom/IT Telecom Consultant	Definitional Mission	Competitive Strategies	Chicago	IL	8,590
Europe Regional	SBDI Transportation Roundtable	Conference	Advanced Engineering Associates International, Inc.	Watertown	MA	150,789
Europe Regional	Slovak/Poland Power Sector	Definitional Mission	Econergy International Corporation	Washington	DC	24,893
Europe Regional	SBDI Albania/Macedonia Transportation	Orientation Visit	Chemionics International, Inc.	Washington	DC	97,769
Europe Regional	SBDI Procurement Advisory Services	Technical Assistance	Business Promotion Consultants, Inc.	Forestville	MD	139,721
Europe Regional	SBDI Transportation Financial Advisor	Desk Study	William F. Hennessey	Exeter	NH	2,500
Europe Regional	SBDI Transportation Financial Advisor	Technical Assistance	Harral Winner Thompson Sharp Lawrence, Inc.	Granbury	TX	304,600
Europe Regional	SBDI Transportation Financial Advisor Proposal Review	Desk Study	William F. Hennessey	Exeter	NH	1,000
Europe Regional	Balkan Regional Aviation/Airport Projects	Definitional Mission	BET Consultants	East Hanover	NJ	39,882
Europe Regional	South Balkans/Bosnia Special Initiative Program Support	Technical Assistance	Paul Alvaro Marin	Washington	DC	85,000

TOTAL FOR EUROPE

\$17,579,863

LATIN AMERICA

Argentina	National Airports System Privatization Training Grant	Technical Assistance	Thompson Consultants, Inc.	Encino	CA	\$ 195,000
Argentina	National Airports System Privatization Training Grant	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	24,300
Argentina	National Airports System Privatization Training Grant	Technical Assistance	GKMG Consulting Services	Washington	DC	446,625
Argentina	National Airports System Privatization Training Grant	Technical Assistance	Louis Berger International, Inc.	Washington	DC	288,000
Argentina	National Airports System Privatization Training Grant	Technical Assistance	USDOT/FAA/Office of International Aviation	Washington	DC	75,000
Argentina	Railroad Sector	Definitional Mission	Zeta-Tech Associates, Inc.	Cherry Hill	NJ	24,983
Argentina	Multi-Province Irrigation Projects	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	45,911
Argentina	Forestry Sector	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	44,835
Argentina	IIC Desler Industrial Waste Facilities	Technical Assistance	Dames & Moore	Bethesda	MD	68,000

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Argentina	General Belgrano Railway Investment Plan	Feasibility Study	Selection in progress			336,000
Bolivia	Urea Production Plant	Desk Study	The GIC Group	Alexandria	VA	2,500
Bolivia	Urea Production Plant	Feasibility Study	VSI Satech	Pittsburgh	PA	100,000
Bolivia	Railroad Sector Projects	Definitional Mission	Anderson Consulting Group	New York	NY	24,702
Bolivia	Sponge Iron Plant/Zinc Smelter Projects	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,488
Brazil	Petroflex Rubber Factory Combined Cycle Power Plant	Feasibility Study	Wellhead Electric Company	Sacramento	CA	140,000
Brazil	Seival Mine-mouth Coal-fired Power Plant	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	470,000
Brazil	Coal Projects	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,418
Brazil	SANEPAR Water/Wastewater Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Brazil	Natal Wastewater Treatment	Desk Study	Hydro-Triad, Limited	Lakewood	CO	2,500
Brazil	Natal Wastewater Treatment	Feasibility Study	Wright-Pierce	Topsham	ME	202,673
Brazil	Santa Maria Gold Mine	Feasibility Study	Brazilian Resources, Inc.	Concord	NH	250,000
Brazil	Ports Projects	Definitional Mission	Leonard Sugin, C. E.	Baldwin	NY	24,913
Brazil	Industrial and Sludge Waste Projects	Definitional Mission	ECODIT, Inc.	Arlington	VA	24,985
Brazil	World Bank Salvador Urban Transport	Desk Study	Raul V. Bravo & Associates	Vienna	VA	2,500
Brazil	World Bank Salvador Urban Transport	Technical Assistance	HNTB Design/Build, Inc.	Irvine	CA	74,000
Brazil	Rail Maintenance Officials	Orientation Visit	Advanced Engineering Associates International, Inc.	Watertown	MA	86,123
Brazil	Criciuma Coal-fired Power Plant	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Brazil	Criciuma Coal-fired Power Plant	Feasibility Study	Selection in progress			440,000
Brazil	Continuous Miner Technology	Technical Assistance	Norwest Mine Services, Inc.	Salt Lake City	UT	87,000
Brazil	Sao Paulo Inner Beltway ITS	Desk Study	J.M. Morales & Associates, P.C.	Reston	VA	3,000
Brazil	Sao Paulo Inner Beltway ITS	Feasibility Study	Selection in progress			275,000
Brazil	Usina Bagasse-fired Cogeneration Plant	Feasibility Study	Advanced Engineering Associates International, Inc.	Watertown	MA	230,000
Brazil	Copelmi Seival Coal Mine	Feasibility Study	John T. Boyd	Pittsburgh	PA	140,000
Brazil	Rio Sludge Treatment Plant	Feasibility Study	Selection in progress			250,000
Brazil	Suape Grain Terminal	Feasibility Study	Selection in progress			250,000
Brazil	IIC New Hubner Crankshaft Manufacturing Facility	Desk Study	Pinnacle Associates	Lake Orion	MI	2,500
Brazil	IIC New Hubner Crankshaft Manufacturing Facility	Feasibility Study	A.T. Kearney	Chicago	IL	69,000
Brazil	Diagnostic Imaging Equipment	Desk Study	Ed Nelson & Associates	Volga	SD	4,495
Brazil	IDB Sao Rafael Hospital Expansion	Desk Study	Development Finance International Inc.	Bethesda	MD	2,500
Chile	Air Quality Decontamination Scope Expansion	Desk Study	Powers Engineering	Escondido	CA	1,000
Chile	Air Quality Monitoring Decontamination Plan	Technical Assistance	Radian International	Austin	TX	75,000
Chile	Environmental Project ID and Development Briefing Book	Technical Assistance	ARIInternational, Inc.	Potomac	MD	40,000
Chile	Environmental Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	136,542
Chile	Energia Verde Sawmill and Lumber Remanufacturing	Desk Study	International Programs Consortium, Inc.	Washington	DC	2,500
Chile	Lota Port Integral Development	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	10,000
Colombia	El Gavilan Aircraft Manufacturing Facility	Desk Study	John Piper Associates	Millhall	PA	2,500
Ecuador	Electroambato Thermal Energy Power	Feasibility Study	Burns & McDonnell Engineering Company, Inc.	Kansas City	MO	150,000
Ecuador	Port of Manta Expansion	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	3,500
Ecuador	Port of Manta Expansion	Feasibility Study	Selection in progress			300,000
Ecuador	Emelinsa Hydroelectric Power	Feasibility Study	Selection in progress			300,000
Guatemala	Railway Rehabilitation	Desk Study	Raul V. Bravo & Associates	Vienna	VA	2,500
Guatemala	Railway Rehabilitation	Feasibility Study	Transportation & Economic Research Associates, Inc. (TERA)	Washington	DC	187,500
Jamaica	IDB Landfill & Solid Waste Management	Desk Study	Bhale Environmental Associates, Inc.	Birmingham	AL	2,500
Mexico	Power Generation Projects	Definitional Mission	Power Tech Associates, P.C.	Paramus	NJ	24,983
Mexico	Guadalajara Public Transportation	Feasibility Study	Louis Berger International, Inc.	Washington	DC	300,000
Mexico	Health Care Sector	Definitional Mission	Stephen F. Dachi	Arlington	VA	23,594
Mexico	Veracruz Rail-Port Integration Project	Technical Assistance	Kingsley Group, Inc.	San Francisco	CA	24,000
Mexico	National Water Commission Water Treatment	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	34,537
Mexico	Major Projects Conference	Conference	Soza & Company, Ltd.	Fairfax	VA	127,080
Mexico	Infrastructure Project Opportunities Briefing Book	Technical Assistance	CG/LA Infrastructure	Washington	DC	157,925
Mexico	Transportation Logistics Projects	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	24,632
Mexico	LYFC Power Automated Distribution System	Feasibility Study	Selection in progress			446,800
Mexico	Ports Assessment	Definitional Mission	Leonard Sugin, C. E.	Baldwin	NY	24,952
Panama	Canal Transportation	Definitional Mission	James McCarville	Pittsburgh	PA	24,376
Paraguay	500 KV Transmission Lines and Substation	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Paraguay	500 KV Transmission Lines and Substation	Feasibility Study	Selection in progress			195,500
Peru	National Registry and ID Card	Desk Study	CORE International, Inc.	Washington	DC	1,000
Peru	Rice Hull-Fueled Power Plant	Desk Study	Edgar A. Stoddard	Blacksburg	VA	2,500
Peru	North Lima Wastewater Treatment Plant	Feasibility Study	Selection in progress			450,000
Peru	Electrical Sector	Definitional Mission	Richard Hunt Associates, Inc.	Annapolis	MD	24,105
Uruguay	IDB Hazardous Material Tracking/Emergency Response	Technical Assistance	Selection in progress			95,000
Uruguay	UTE Grassroots Power Plant	Conference	InterAmerican Chamber of Commerce	Houston	TX	11,653
Venezuela	Castano Electrical Substation	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	150,000
Venezuela	El Sitio Power Plant	Feasibility Study	Black & Veatch International	Ann Arbor	MI	385,000
Venezuela	Natural Gas to Liquids Conversion	Feasibility Study	Selection in progress			309,000
Venezuela	Natural Gas Pipelines Construction	Feasibility Study	Selection in progress			150,000
Venezuela	Rail Transportation	Definitional Mission	TransTech Management	Wayland	MA	24,972
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Definitional Mission	Delta Research Company	Evanston	IL	24,974
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	260,000
Venezuela	El Brillante Water Supply	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,495
Venezuela	El Brillante Water Supply	Feasibility Study	Bechtel International	Gaithersburg	MD	212,500
Venezuela	Carabobo Industrial Hazardous Waste	Desk Study	International Environment Federation, Inc. (IEF)	Washington	DC	2,500

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Venezuela	PDVSA Outsourcing Seminar — Houston	Conference	Labat-Anderson, Incorporated	McLean	VA	49,458
Venezuela	Water Sector	Orientation Visit	EA International	Hunt Valley	MD	64,966
Venezuela	Maturin Airport	Desk Study	CORE International, Inc.	Washington	DC	2,500
Latin America Regional	1998 Americas Conference on Aviation	Conference	Miami — Dade County Aviation Department	Miami	FL	88,400
Latin America Regional	Geodetic Airport Survey	Desk Study	Satnav Resources	Mt. Juliet	TN	2,500
Latin America Regional	Geodetic Airport Survey	Technical Assistance	Psomas and Associates	Costa Mesa	CA	195,000
Latin America Regional	Aviation Project Identification and Briefing Book	Technical Assistance	Montgomery Consulting Group, Inc.	Maitland	FL	51,350
Latin America Regional	Uruguay & Argentina Refinery Projects	Definitional Mission	Intratech, Inc.	McLean	VA	24,946
Latin America Regional	LAC Project Analyst	Technical Assistance	Peter Reed	Washington	DC	10,000

TOTAL FOR LATIN AMERICA \$9,980,191

NEW INDEPENDENT STATES

Armenia	World Bank Municipal Development Project	Desk Study	ENVROSCIENCE, Inc.	Eden Prairie	MN	\$ 2,500
Armenia	World Bank Municipal Development Project	Feasibility Study	CH2M Hill	Englewood	CO	422,662
Armenia	World Bank Municipal Development Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	5,500
Armenia	World Bank Municipal Development Project	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,968
Armenia	World Bank Municipal Development Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	14,959
Azerbaijan	IFC Oil Equipment	Technical Assistance	Selection in progress			*175,000
Azerbaijan	SOCAR Database and Petroleum MIS	Desk Study	CEVCO	Herndon	VA	2,500
Azerbaijan	Nakhichevan Power Project	Definitional Mission	Power Project Financing	San Anselmo	CA	25,000
Azerbaijan	Oil and Gas Project	Desk Study	CEVCO	Herndon	VA	2,500
Georgia	Supsa Oil Terminal and Refinery	Feasibility Study	OTC Capital	New York	NY	150,000
Georgia	Hotel Projects	Desk Study	Burton C. Quist	Middletown	RI	2,500
Georgia	Hotel Project	Feasibility Study	Radisson Development Worldwide	Minneapolis	MN	250,000
Georgia	TransChem Agricultural Production Modernization	Feasibility Study	TransChem Finance and Trade Corporation	Miami	FL	250,000
Kazakhstan	World Bank Atyrau Region Water	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	4,976
Kazakhstan	World Bank Atyrau Region Water	Feasibility Study	ENSAT	Culpepper	VA	389,000
Kazakhstan	National Information System	Definitional Mission	Global Resources	Corona Del Mar	CA	24,951
Kazakhstan	World Bank Health Project	Technical Assistance	Michael K. Bourke	Houston	TX	125,000
Kazakhstan	Oil and Gas	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	25,000
NIS Regional	Kazakhstan & Kyrgyzstan Mining and Minerals	Technical Assistance	Midland Standard, Inc.	Cleveland	OH	3,388
NIS Regional	Kazakhstan & Kyrgyzstan Mining and Minerals	Orientation Visit	Travel Concepts, Inc.	McLean	VA	71,000
NIS Regional	Vinyl Windows Fabrication	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
NIS Regional	Vinyl Windows Fabrication	Feasibility Study	ACRO Extrusion Company	Wilmington	DE	250,000
NIS Regional	Georgia/Turkmen Agribusiness Development	Desk Study	Southern Plantations Group, Inc.	Albany	GA	5,000
NIS Regional	Caspian Region Pipeline Documentation Harmonization	Technical Assistance	Selection in progress	Washington	DC	250,000
Russia	World Bank Energy Efficiency Housing — Travel	Orientation Visit	Institute of International Education (IIE)	Washington	DC	103,038
Russia	Poleset Technology Demonstration	Feasibility Study	Forward Enterprises, Inc.	Arlington	TX	150,000
Russia	World Bank Tax Administration Modernization	Feasibility Study	Selection in progress			328,200
Russia	Timokhovo Municipal Solid Waste Treatment	Feasibility Study	Foster Wheeler Corporation	Clinton	NJ	270,000
Russia	Vladivostok Commercial Port Construction	Feasibility Study	Bill Harbert International Construction, Inc.	Birmingham	AL	400,000
Russia	Office Furniture Manufacture	Feasibility Study	American Furnishings International, Inc.	Research Triangle Park	NC	340,450
Russia	RFE Special Purpose Aircraft Finance Vehicle	Desk Study	John Piper Associates	Millhall	PA	2,500
Russia	RFE Special Purpose Aircraft Finance Vehicle	Feasibility Study	Emerging Markets Finance Corporation	Wilmington	DE	750,000
Russia	Intermediate-sized Helicopter Production	Desk Study	Emerging Markets Finance Corporation	Lock Haven	PA	2,500
Russia	World Bank Moscow Urban Transport	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	150,939
Russia	Refrigeration Distribution Center	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Russia	Refrigeration Distribution Center	Feasibility Study	Globus International Resources Corporation	New York	NY	100,000
Russia	Magadan Coal Combustion	Feasibility Study	Usibelli Coal Mine, Inc.	Fairbanks	AK	420,000
Russia	Klin Housing Expansion Project	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Russia	World Bank Municipal Heating	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Russia	World Bank Municipal Heating	Feasibility Study	Yevgeny Guterma	Madison	WI	*190,700
Russia	Murmansk Modular Refinery	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	200,000
Russia	Makhachkala Seaport	Desk Study	Leonard Sugin, C. E.	Baldwin	NY	2,500
Russia	Makhachkala Seaport	Feasibility Study	FMC Corporation	Houston	TX	300,000
Russia	Oil Spill Prevention Association	Desk Study	CEVCO	Herndon	VA	3,870
Russia	Oil Spill Prevention Association	Feasibility Study	OMS Environmental Corporation	Melbourne	FL	350,000
Russia	Petrozavodsk & Volkhov Boiler Demonstration	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Russia	Arctic Energy Efficiency	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	2,500
Russia	Treasury Automation — St. Petersburg	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Russia	Meat Processing Plant	Desk Study	Cheval Rouge Trading	Alexandria	VA	2,400
Russia	Railroad Bearings Project	Desk Study	Transportation & Management Consultants, Inc.	Arlington	VA	2,500
Turkmenistan	World Bank Water Supply	Feasibility Study	Donald Cullivan	Naples	FL	*127,540
Turkmenistan	Caspian Sea Oil and Gas	Conference	Greater Houston Partnership	Houston	TX	74,766
Turkmenistan	Greenfield Aluminum Smelter Project	Desk Study	ENPRO	Walnut Creek	CA	2,500
Turkmenistan	Trans-Caspian Gas Pipeline	Desk Study	C. Randolph Riddell	Houston	TX	2,500
Turkmenistan	Trans-Caspian Gas Pipeline	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	26,667
Turkmenistan	Trans-Caspian Gas Pipeline	Feasibility Study	Enron Engineering & Construction Company	Houston	TX	750,000
Ukraine	Kiev District Heating Business Briefing	Technical Assistance	Joseph Technology Corporation, Inc.	Woodcliff Lake	NJ	20,000
Ukraine	Yuzhnyi-Brody Pipeline Construction	Feasibility Study	Gulf Interstate Engineering Co.	Houston	TX	750,000
Ukraine	EBRD AIC Modernization	Feasibility Study	ARINC, Incorporated	Annapolis	MD	500,000
Ukraine	EBRD AIC Modernization Contractor Selection	Technical Assistance	Montgomery Consulting Group, Inc.	Maitland	FL	18,750
Ukraine	EBRD Nuclear Safety	Technical Assistance	Sciencetech, Inc.	Gaithersburg	MD	*152,000

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Ukraine	Kharkiv Defense Conversion	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	23,080
Ukraine	Power Plant Equipment	Orientation Visit	Power Tech Associates, PC.	Paramus	NJ	138,465
Uzbekistan	Chkalov Aircraft Report Review — Phase I	Desk Study	John Piper Associates	Millhall	PA	1,000
Uzbekistan	Chkalov Aircraft Production — Phase II	Desk Study	John Piper Associates	Millhall	PA	2,500
Uzbekistan	Chkalov Aircraft Production — Phase II	Feasibility Study	Selection in progress			600,000

TOTAL FOR NIS \$9,108,029

MULTI-REGIONAL

Multi-Regional	Crossroads of the World Conference	Technical Assistance	Booz-Allen and Hamilton, Inc.	McLean	VA	\$ 159,219
Multi-Regional	Crossroads of the World Conference	Conference	MFM Management For Meetings, Inc.	Bethesda	MD	556,879
Multi-Regional	Crossroads of the World Conference	Conference	Other U.S. firms & entities			105,266
Multi-Regional	Crossroads of the World	Definitional Mission	PT Consulting Company	Washington	DC	23,794
Multi-Regional	Crossroads of the World	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	20,503
Multi-Regional	IOC for Conferences and OVs	Technical Assistance	Various U.S. firms			115,000
Multi-Regional	Railroad Express Opportunities	Conference	Advanced Engineering Associates International	Watertown	MA	251,604
Multi-Regional	Railroad Express Opportunities	Conference	World Travel Service	McLean	VA	218,940
Multi-Regional	Railroad Express Opportunities	Technical Assistance	William F. Hennessy	Exeter	NH	5,000

TOTAL FOR MULTI-REGIONAL \$1,456,205

GRAND TOTAL	\$56,046,008
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\*An asterisk indicates activities where TDA authorized the use of existing funds at various multilateral development banks. As such, those amounts are not reflected in the FY 1998 levels.

FY 1998 Program Activities — By Sector

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AGRIBUSINESS						
Africa/Middle East						
Eritrea	Poultry Processing Facility	Desk Study	The GIC Group	Alexandria	VA	\$ 2,500
Ivory Coast	Fruit Processing and Juicing Project	Feasibility Study	The NEDLOG Company, Inc.	Wheeling	IL	84,050
Namibia	Walvis Bay Grain Storage Terminal	Desk Study	CORE International, Inc.	Washington	DC	2,500
Namibia	Walvis Bay Grain Storage Terminal	Feasibility Study	African Agro-Industries, LLC	Reston	VA	65,000
Zambia	World Bank Africa Division Castor Oil	Technical Assistance	Jeane Browning	Plainview	TX	*14,540
Africa Regional	Sub-Saharan Timber and Downstream Industries	Orientation Visit	Meridian International Center	Washington	DC	79,992
Europe						
Bosnia & Herzegovina	Forestry/Pulp and Paper/Wood Processing Officials	Orientation Visit	Citizens Democracy Corps	Washington	DC	77,239
Latin America						
Argentina	Multi-Province Irrigation Projects	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	45,911
Argentina	Forestry Sector	Orientation Visit	Technical Resources International, Inc.	Rockville	MD	44,835
Brazil	Suape Grain Terminal	Feasibility Study	Selection in progress			250,000

New Independent States

Georgia	TransChem Agricultural Production Modernization	Feasibility Study	TransChem Finance and Trade Corporation	Miami	FL	250,000
Russia	Meat Processing Plant	Desk Study	Cheval Rouge Trading	Alexandria	VA	2,400
NIS Regional	Georgia/Turkmen Agribusiness Development	Desk Study	Southern Plantations Group, Inc.	Albany	GA	5,000

TOTAL AGRIBUSINESS \$909,427

ENERGY & POWER

Africa/Middle East

Algeria	Sonelgaz 1200MW IPP Power Project	Feasibility Study	Selection in progress			\$ 562,000
Algeria	Sonelgaz Business Briefing	Conference	Koeppen, Elliott & Associates, Ltd.	Washington	DC	5,000
Ethiopia	World Bank Africa Division Rural Electrification	Technical Assistance	NRECA International, Inc.	Arlington	VA	*43,000
Ghana	Power and Energy	Definitional Mission	ENPRO	Walnut Creek	CA	23,987
Ivory Coast	Gas Beneficiation	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,611
Mauritius	Fort William Greenfield Thermal Power Plant	Feasibility Study	Selection in progress			390,240
Morocco	Khouribga Co-Generation and Phosphate Drying Plant	Feasibility Study	Black & Veatch International	Kansas City	MO	252,000
Africa Regional	Power Generation	Definitional Mission	Energy and Environmental Consulting Engineers	Mission Viejo	CA	24,725
Yemen	WB Sana'a 50 MW Emergency Power Facility	Technical Assistance	Verner, Lipfert, Bernhard, McPherson and Hand	Washington	DC	60,000
ME Regional	Middle East LNG/LPG Projects	Desk Study	International Development Planners	San Francisco	CA	9,800
Africa/ME Regional	Algeria/Mozambique Power Sector	Definitional Mission	Energy and Environmental Consulting Engineers	Mission Viejo	CA	24,920

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
<b>Asia</b>						
Korea	Power Sector Officials	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	82,363
Malaysia	Power Distribution System SCADA	Orientation Visit	Utility Consulting International (UCI)	Cupertino	CA	41,850
Philippines	Luzon Geothermal Energy	OT	Mesquite Group, Inc.	Fullerton	CA	19,505
Philippines	Bulacan Power Project	Desk Study	Taylor-DeJongh, Inc.	Washington	DC	2,500
Philippines	Mindanao Mini-hydro Power Plant	Desk Study	Econergy International Corporation	Washington	DC	2,500
Philippines	Mindanao Mini-hydro Power Plant	Feasibility Study	ESI Engineering & Construction Company, Inc.	Palm Beach	FL	100,000
Philippines	Meralco Distribution Automation	Desk Study	Jim T. Reilly	Middletown	NJ	2,500
Philippines	Meralco Power Quality Project	Feasibility Study	Electricity Power Research Institute (EPRI)	Palo Alto	CA	225,000
Philippines	Electricity Distribution Automation & Network Management	Technical Assistance	Utility Consulting International (UCI)	Cupertino	CA	350,000
Thailand	MEA SCADA Project	Orientation Visit	Utility Consulting International (UCI)	Cupertino	CA	54,950
Thailand	PEA Fiber Optic	Desk Study	Jim T. Reilly	Middletown	NJ	2,500
Thailand	PEA Fiber Optic	Feasibility Study	KEMA-ECC Inc.	Fairfax	VA	450,000
Vietnam	Central Vietnam Geothermal Power Plant	Technical Assistance	Selection in progress			250,000
Vietnam	EVN Transmission Disaster Reconstruction	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,495
Vietnam	Soc Trang Power Plant	Feasibility Study	Courdert Brothers	New York	NY	450,000

<b>Europe</b>						
Bosnia & Herzegovina	Infrastructure Reconstruction – Utility Sector Advisor	Technical Assistance	Morrison Knudsen Corporation	Boise	ID	265,767
Bosnia & Herzegovina	Infrastructure Reconstruction – Energy/Database/Environment Advisor	Technical Assistance	Louis Berger International, Inc.	Washington	DC	900
Bosnia & Herzegovina	Energy Officials	Orientation Visit	Chemonics International, Inc.	Washington	DC	77,388
Bosnia & Herzegovina	Tuzla and Kakanj Power Plant Rehabilitation	Feasibility Study	Parsons Group International	Reading	PA	483,418
Czech Republic	Vresova Coal Gasification Report Review	Desk Study	Econergy International Corporation	Washington	DC	1,000
Greece	Crete Biomass-Fired Power Project	Feasibility Study	Energy Products of Idaho	Philadelphia	PA	190,000
Poland	Bialystok CHP Facility Repowering	Feasibility Study	Black & Veatch International	Kansas City	MO	367,209
Romania	CONEL Telecommunications Modernization	Feasibility Study	Selection in progress			306,000
Romania	Bucharest 150MW Greenfield IPP Project	Desk Study	Econergy International Corporation	Washington	DC	2,500
Romania	Bucharest 150MW Greenfield IPP Project	Feasibility Study	Black & Veatch International	Overland Park	KS	222,771
Romania	Borzesti IIP Power JV	Feasibility Study	Kamine Romania Development Corporation	Bedminster	NJ	250,000
Romania	Power Sector	Definitional Mission	PT Consulting Company	Washington	DC	19,854
Slovak Republic	Novaky Thermal Power Plant	Feasibility Study	Selection in progress			330,000
Slovak Republic	Vojany Plant Repowering	Feasibility Study	Selection in progress			405,000
Turkey	Power Sector	Definitional Mission	PT Consulting Company	Washington	DC	23,496
Turkey	Private Power Model Power Purchase Agreement	Technical Assistance	Selection in progress			75,000
Turkey	Wind Energy Officials	Orientation Visit	American Wind Energy Association	Arlington	VA	23,342
Turkey	Izmit Cogeneration	Desk Study	Power Tech Associates	Paramus	NJ	500
Turkey	TEDAS Officials SCADA	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	67,892
Europe Regional	Slovak/Poland Power Sector	Definitional Mission	Econergy International Corporation	Washington	DC	24,893

<b>Latin America</b>						
Brazil	Petroflex Rubber Factory Combined Cycle Power Plant	Feasibility Study	Wellhead Electric Company	Sacramento	CA	140,000
Brazil	Seival Mine-mouth Coal-fired Power Plant	Feasibility Study	Parsons Energy & Chemicals Group, Inc.	Reading	PA	470,000
Brazil	Cricuma Coal-fired Power Plant	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Brazil	Cricuma Coal-fired Power Plant	Feasibility Study	Selection in progress			440,000
Brazil	Usina Bagasse-fired Cogeneration Plant	Feasibility Study	Advanced Engineering Associates International, Inc.	Watertown	MA	230,000
Ecuador	Electroambato Thermal Energy Power	Feasibility Study	Burns & McDonnell Engineering Company, Inc.	Kansas City	MO	150,000
Ecuador	Emelinsa Hydroelectric Power	Feasibility Study	Selection in progress			300,000
Mexico	Power Generation Projects	Definitional Mission	Power Tech Associates, PC.	Paramus	NJ	24,983
Mexico	LYFC Power Automated Distribution System	Feasibility Study	Selection in progress			446,800
Paraguay	500 kV Transmission Lines and Substation	Desk Study	Commonwealth Power Corporation	Norfolk	VA	2,500
Paraguay	500 kV Transmission Lines and Substation	Feasibility Study	Selection in progress			195,500
Peru	Rice Hull-Fueled Power Plant	Desk Study	Edgar A. Stoddard	Blacksburg	VA	2,500
Peru	Electrical Sector	Definitional Mission	Richard Hunt Associates, Inc.	Annapolis	MD	24,105
Uruguay	UTE Grassroots Power Plant	Conference	InterAmerican Chamber of Commerce	Houston	TX	11,653
Venezuela	Castano Electrical Substation	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	150,000
Venezuela	El Silito Power Plant	Feasibility Study	Black & Veatch International	Ann Arbor	MI	385,000
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Definitional Mission	Delta Research Company	Evanslon	IL	24,974
Venezuela	CADAFE La Vueltoosa Hydroelectric Project	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	260,000

<b>New Independent States</b>						
Azerbaijan	SOCAR Database and Petroleum MIS	Desk Study	CEVCO	Herndon	VA	2,500
Azerbaijan	Nakhichevan Power Project	Definitional Mission	Power Project Financing	San Anselmo	CA	25,000
Russia	World Bank Municipal Heating	Feasibility Study	Yevgeny Guterman	Madison	WI	*190,700
Russia	World Bank Energy Efficiency Housing	Orientation Visit	Institute of International Education (IIE)	Washington	DC	103,038
Russia	Magadan Coal Combustion	Feasibility Study	Usibelli Coal Mine, Inc.	Fairbanks	AK	420,000
Russia	World Bank Municipal Heating	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Russia	Petrozavodsk & Volkhov Boiler Demonstration	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Russia	Arctic Energy Efficiency	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	2,500
Turkmenistan	Caspian Sea Oil and Gas	Conference	Greater Houston Partnership	Houston	TX	74,766
Ukraine	EBRD Nuclear Safety	Technical Assistance	Sciencetech, Inc.	Gaithersburg	MD	*152,000
Ukraine	Kiev District Heating Business Briefing	Technical Assistance	Joseph Technology Corporation, Inc.	Woodcliff Lake	NJ	20,000
Ukraine	Power Plant Equipment	Orientation Visit	Power Tech Associates, PC.	Paramus	NJ	138,465

TOTAL ENERGY & POWER\$10,602,160

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
<b>HUMAN RESOURCES</b>						
<b>Africa/Middle East</b>						
Yemen	Healthcare/Hospital Projects	Definitional Mission	Eccles Associates, Inc.	New York	NY	\$ 24,887
<b>Asia</b>						
Indonesia	Health Sector	Orientation Visit	Meridian International Center	Washington	DC	17,740
Malaysia	Multimedia University Teaching Laboratories Equipment	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Malaysia	Multimedia University Teaching Laboratories Equipment	Technical Assistance	Dupont Computers, Inc.	Washington	DC	85,593

<b>Latin America</b>						
Brazil	Diagnostic Imaging Equipment	Desk Study	Ed Nelson & Associates	Volga	SD	4,495
Brazil	IDB Sao Rafael Hospital Expansion	Desk Study	Development Finance International Inc.	Bethesda	MD	2,500
Mexico	Health Care Sector	Definitional Mission	Stephen F. Dachi	Arlington	VA	23,594

<b>New Independent States</b>						
Kazakhstan	World Bank Health Project	Technical Assistance	Michael K. Bourke	Houston	TX	125,000

TOTAL HUMAN RESOURCES\$286,309

MANUFACTURING

<b>Africa/Middle East</b>						
Botswana	Ferrogrow Fertilizer Plant	Desk Study	Overseas Trade & Investment Services, LLC	Washington	DC	\$ 2,500
Egypt	MIDOR Oil Refinery Environmental Assessment	Desk Study	Aries 4 Limited	Greenville	PA	2,500
Egypt	MIDOR Oil Refinery Environmental Assessment	Feasibility Study	Woodward-Clyde, International	San Diego	CA	193,000
Egypt	Suez Ammonia Production Plant	Feasibility Study	The M.W. Kellogg Technology Company	Houston	TX	303,750
Ethiopia	Asphalt Plant	Feasibility Study	ITEPS Limited, Inc.	Bakersfield	CA	174,000
Morocco	Yasmine Can Manufacturing Plant	Desk Study	The GIC Group	Alexandria	VA	2,500
Morocco	Yasmine Can Manufacturing Plant	Feasibility Study	Yasmine Enterprises	Denver	CO	187,000
Senegal	Chemical Plants Expansion and Upgrade	Feasibility Study	Jacobs Engineering, Inc.	Lakeland	FL	298,000
Yemen	Yemen Cement Plants	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Africa/ME Regional	Egypt and Yemen Fertilizer Sector	Definitional Mission	RKR & Associates	Oakton	VA	24,950

<b>Asia</b>						
India	Hirakud Aluminum Smelter Modernization	Desk Study	ENPRO	Walnut Creek	CA	2,500
India	Hirakud Aluminum Smelter Modernization	Feasibility Study	Kaiser Aluminium Technical Services, Inc.	Spokane	WA	500,000
Vietnam	Linear Alkylbenzene (LAB) Complex	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,495
Vietnam	Linear Alkylbenzene (LAB) Complex	Feasibility Study	UOP LLC	Des Plaines	IL	350,000

<b>Europe</b>						
Bosnia & Herzegovina	Mostar Aluminum Complex Review	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	4,961
Bosnia & Herzegovina	Mostar Aluminum Technology	Orientation Visit	Meridian International Center	Washington	DC	49,223
Bosnia & Herzegovina	Stone Brick Manufacturing Plant Upgrade	Desk Study	Woolford Engineering, Inc.	White Bear Lake	MN	2,500
Bosnia & Herzegovina	Stone Brick Manufacturing Plant Upgrade	Feasibility Study	Concrete Services Network (CSN)	Alpena	MI	116,355
Bosnia & Herzegovina	UNIS-MGA Gas Meter Production	Desk Study	John M. Latza	Howell	NJ	2,500
Bosnia & Herzegovina	UNIS-MGA Gas Meter Production	Feasibility Study	American Meter Company	Horsham	PA	170,800
Bosnia & Herzegovina	Zenica Steel Works	Definitional Mission	Midland Standard, Inc.	Cleveland	OH	23,778
Bosnia & Herzegovina	Brod and Modricha Oil Refineries Rehabilitation	Feasibility Study	Selection in progress			310,000
Romania	Chimcomplex MAN Petrochemical Project	Desk Study	Advanced Engineering Associates International, Inc.	Watertown	MA	2,500
Romania	Chimcomplex MAN Petrochemical Project	Feasibility Study	Petron Sciencetech	Fairfield	NJ	127,500
Turkey	Antalya Cement Factory	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	4,000
Turkey	Antalya Cement Factory	Feasibility Study	Penta Engineering Corporation	St. Louis	MO	430,000
Turkey	GAP Anatolian Phosphate Fertilizer	Definitional Mission	Alpha-Gamma Technologies, Inc.	Raleigh	NC	17,160
Europe Regional	Bulgaria/Romania Chemical Sector	Definitional Mission	Advanced Engineering Associates International, Inc.	Water town	MA	24,910

<b>Latin America</b>						
Bolivia	Urea Production Plant	Desk Study	The GIC Group	Alexandria	VA	2,500
Bolivia	Urea Production Plant	Feasibility Study	VSI Satech	Pittsburgh	PA	100,000
Bolivia	Sponge Iron Plant/Zinc Smelter Projects	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,488
Brazil	IIC New Hubner Crankshaft Manufacturing Facility	Desk Study	Pinnacle Associates	Lake Orion	MI	2,500
Brazil	IIC New Hubner Crankshaft Manufacturing Facility	Feasibility Study	A.T. Kearney	Chicago	IL	69,000
Chile	Energia Verde Sawmill and Lumber Remanufacturing	Desk Study	International Programs Consortium, Inc.	Washington	DC	2,500
Venezuela	Natural Gas to Liquids Conversion	Feasibility Study	Selection in progress			309,000
Latin America Regional	Uruguay & Argentina Refinery Projects	Definitional Mission	Intratech, Inc.	McLean	VA	24,946

<b>New Independent States</b>						
Russia	Office Furniture Manufacture	Feasibility Study	American Furnishings International, Inc.	Research Triangle Park	NC	340,450
Russia	Murmansk Modular Refinery	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	200,000
Turkmenistan	Greenfield Aluminum Smelter Project	Desk Study	ENPRO	Walnut Creek	CA	2,500
NIS Regional	Vinyl Windows Fabrication (UKR/RUS)	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
NIS Regional	Vinyl Windows Fabrication (UKR/RUS)	Feasibility Study	ACRO Extrusion Company	Wilmington	DE	250,000

TOTAL MANUFACTURING\$4,662,266

MINING & NATURAL RESOURCES

<b>Africa/Middle East</b>						
Mauritius	LPG Storage Tank Relocation	Feasibility Study	Selection in progress			\$ 208,400
Africa Regional	Angola/South Africa Oil and Gas	Definitional Mission	Intratech, Inc.	McLean	VA	24,472
Jordan	Port of Aqaba LPG Storage Facility	Feasibility Study	Arkel International, Inc.	Baton Rouge	LA	102,400
Lebanon	LNG Pipeline/Terminal	Feasibility Study	Selection in progress			500,000



COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
<b>Asia</b>						
Bangladesh	Strategic Gas Utilization Study	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	23,670
Bangladesh	Strategic Gas Utilization Study	Feasibility Study	Selection in progress			400,000
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	15,592
India	National Hydrocarbons Database and Archives	Orientation Visit	Mathtech International, Inc.	Princeton	NJ	30,661
Korea	Gold Mine Remediation	Feasibility Study	Selection in progress			205,000
Sri Lanka	Clean Coal Technologies	Orientation Visit	USDOE/Federal Energy Technology Center	Pittsburgh	PA	24,689
Vietnam	Oil and Gas Project Opportunities	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	24,990
Vietnam	Oil and Gas OV and Business Briefing	Orientation Visit	Greater Houston Partnership	Houston	TX	82,484
Vietnam	Vinacoal Coal Extraction Project	Desk Study	Behre Dolbar & Company, Inc.	Yardley	PA	2,500
<b>Europe</b>						
Bosnia & Herzegovina	Natural Resources Projects	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	33,226
Romania	Constanta-to-Trieste Oil Pipeline	Feasibility Study	HLP/Parsons	New York	NY	650,000
Turkey	BOTAS Technical Advisor	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Turkey	BOTAS Advisory Assistance	Desk Study	S.H. Lucas & Associates	Pasadena	CA	1,000
<b>Latin America</b>						
Brazil	Coal Projects	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,418
Brazil	Santa Maria Gold Mine	Feasibility Study	Brazilian Resources, Inc.	Concord	NH	250,000
Brazil	Continuous Miner Technology	Technical Assistance	Norwest Mine Services, Inc.	Salt Lake City	UT	87,000
Brazil	Copelmi Seival Coal Mine	Feasibility Study	John T. Boyd	Pittsburgh	PA	140,000
Venezuela	Natural Gas Pipelines Construction	Feasibility Study	Selection in progress			150,000
<b>New Independent States</b>						
Azerbaijan	IFC Oil Equipment	Technical Assistance	Selection in progress			*175,000
Azerbaijan	Oil and Gas Project	Desk Study	CEVCO	Herndon	VA	2,500
Kazakhstan	Oil and Gas	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	25,000
Russia	Poleset Technology Demonstration	Feasibility Study	Forward Enterprises, Inc.	Arlington	TX	150,000
Turkmenistan	Trans-Caspian Gas Pipeline	Desk Study	C. Randolph Riddell	Houston	TX	2,500
Turkmenistan	Trans-Caspian Gas Pipeline	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	26,667
Turkmenistan	Trans-Caspian Gas Pipeline	Feasibility Study	Enron Engineering & Construction Company	Houston	TX	750,000
Ukraine	Yuzhnyi-Brody Pipeline Construction	Feasibility Study	Gulf Interstate Engineering Co.	Houston	TX	750,000
NIS Regional	Kazakhstan & Kyrgyzstan Mining and Minerals	Technical Assistance	Midland Standard, Inc.	Cleveland	OH	3,388
NIS Regional	Kazakhstan & Kyrgyzstan Mining and Minerals	Orientation Visit	Travel Concepts, Inc.	McLean	VA	71,000
NIS Regional	Caspian Region Pipeline Documentation Harmonization	Technical Assistance	Selection in progress	Washington	DC	250,000
<b>TOTAL MINING &amp; NATURAL RESOURCES</b>						<b>\$5,014,057</b>
<b>MULTI-SECTOR &amp; OTHER</b>						
<b>Africa/Middle East</b>						
Egypt	Privatization Conference — Project Profiles	Technical Assistance	Chemonics International, Inc.	Washington	DC	\$ 150,000
Egypt	Privatization Conference	Conference	Chemonics International, Inc.	Washington	DC	228,149
Ethiopia	IFC Plant and Equipment Hire	Feasibility Study	Miles Wortman	Washington	DC	79,700
Africa/ME Regional	Project Analyst	Technical Assistance	Danielle M. Camer	Washington	DC	12,500
Africa/ME Regional	Africa/Middle East Project Analyst	Technical Assistance	Cybill Sigler	Alexandria	VA	25,000
<b>Asia</b>						
Indonesia	Trade and Technology Advisor & Related Costs	Technical Assistance	Ian Marceau	Oakton	VA	12,444
Vietnam	Dinh Vu Development Project	Orientation Visit	Greater Seattle Vietnam Association	Seattle	WA	49,803
<b>Europe</b>						
Bosnia & Herzegovina	TDA Program Support	Technical Assistance	Linda Milder	Granada Hills	CA	12,000
Bosnia & Herzegovina	Infrastructure Interim Senior Coordinator	Technical Assistance	CORE International, Inc.	Washington	DC	4,506
Europe Regional	South Balkans/Bosnia Special Initiative Program Support	Technical Assistance	Lance J. Ludman	Washington	DC	87,366
Europe Regional	SBDI Procurement Advisory Services	Technical Assistance	Business Promotion Consultants, Inc.	Forestville	MD	139,721
Europe Regional	South Balkans/Bosnia Special Initiative Program Support	Technical Assistance	Paul Alvaro Marin	Washington	DC	85,000
<b>Latin America</b>						
Mexico	Major Projects Conference	Conference	Soza & Company, Ltd.	Fairfax	VA	127,080
Mexico	Infrastructure Project Opportunities Briefing Book	Technical Assistance	CG/LA Infrastructure	Washington	DC	157,925
Venezuela	PDVSA Outsourcing Seminar — Houston	Conference	Labat-Anderson, Incorporated	McLean	VA	49,458
Latin America Regional	LAC Project Analyst	Technical Assistance	Peter Reed	Washington	DC	10,000
<b>New Independent States</b>						
Armenia	World Bank Municipal Development Project	Desk Study	ENVIROSCIENCE, Inc.	Eden Prairie	MN	2,500
Armenia	World Bank Municipal Development Project	Feasibility Study	CH2M Hill	Englewood	CO	422,662
Armenia	World Bank Municipal Development Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	5,500
Armenia	World Bank Municipal Development Project	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,968
Armenia	World Bank Municipal Development Project	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	14,959
Ukraine	Kharkiv Defense Conversion	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	23,080
<b>Multi-Regional</b>						
Multi-Regional	Crossroads of the World Conference	Technical Assistance	Booz-Allen and Hamilton, Inc.	McLean	VA	159,219
Multi-Regional	Crossroads of the World Conference	Conference	MFМ Management For Meetings, Inc.	Bethesda	MD	556,879
Multi-Regional	Crossroads of the World Conference	Conference	Other U.S. firms & entities			105,266
Multi-Regional	Crossroads of the World	Definitional Mission	PT Consulting Company	Washington	DC	23,794
Multi-Regional	Crossroads of the World	Definitional Mission	S.H. Lucas & Associates	Pasadena	CA	20,503
Multi-Regional	IOC for Conferences and OVs	Technical Assistance	Various U.S. firms			115,000
<b>TOTAL MULTI-SECTOR &amp; OTHER</b>						<b>\$2,704,982</b>

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
<b>SERVICES</b>						
<b>Africa/Middle East</b>						
Egypt	IDSC Geographic Information System	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	\$ 2,500
Africa Regional	ADB MIS Upgrade	Desk Study	Telematics Engineering	Reston	VA	2,500
Jordan	Border Security Modernization	Feasibility Study	Aerospace Services International, Inc.	Herndon	VA	249,000
Lebanon	Billing and Revenue Collection Modernization	Desk Study	Power Tech Associates, PC.	Paramus	NJ	2,500
Lebanon	MHER Billing and Revenue Collection Modernization	Feasibility Study	Alpha-Gamma Technologies, Inc.	Raleigh	NC	340,000
Lebanon	National GIS Project	Desk Study	Harvard Design and Mapping Co., Inc.	Cambridge	MA	2,500
Africa/ME Regional	World Bank Africa Division Credit Line Initiative	Technical Assistance	Development Finance International Inc.	Bethesda	MD	*15,500
<b>Asia</b>						
Korea	GIS Technologies	Orientation Visit	Automated Mapping and Facilities Management International	Aurora	CO	20,000
Malaysia	Science & Technology Officials	Orientation Visit	US-ASEAN Business Council	Washington	DC	115,616
Malaysia	TNB GIS Project	Desk Study	Toro International	Tustin	CA	2,500
Malaysia	TNB GIS Project	Feasibility Study	Selection in progress			99,578
Philippines	Land Titling Computerization Project	Desk Study	Telematics Engineering	Reston	VA	2,500
Philippines	Land Titling Computerization Project	Technical Assistance	Associates in Rural Development, Inc. (ARD)	Burlington	VT	236,000
Philippines	LTO Motor Vehicle Inspection	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,495
Philippines	LTO Motor Vehicle Inspection	Technical Assistance	Associates in Rural Development, Inc. (ARD)	Burlington	VT	338,000
Philippines	Passport Automation System	Desk Study	Global Technology Management, Inc.	Fairfax Station	VA	2,500
Philippines	Passport Automation System	Technical Assistance	Abacus Technology, Inc.	Chevy Chase	MD	245,000
Thailand	GINet Information Technology	Desk Study	Global Resources	Corona Del Mar	CA	2,500
Thailand	GINet Information Technology	Technical Assistance	Selection in progress			342,322
Thailand	IT Banking Sector	Orientation Visit	Science & Engineering Associates, Inc.	McLean	VA	113,424
Vietnam	Banking Sector OV	Orientation Visit	MFМ Management For Meetings, Inc.	Bethesda	MD	116,006
Vietnam	Hydrometeorological Systems Upgrade	Feasibility Study	The Republic Group	Arlington	VA	84,594
Vietnam	Stock Exchange Project	Desk Study	Global Technology Management, Inc.	Fairfax	VA	2,500
Asia Regional	Kuala Lumpur MIS Conference	Conference	MFМ Group, Inc.	Washington	DC	274,631
<b>Europe</b>						
Bosnia & Herzegovina	Electronic Funds Transfer Network	Feasibility Study	MIC REL, Inc.	Denver	CO	275,500
Bosnia & Herzegovina	Leasing Joint-Venture Company	Desk Study	Ballard, Spahr, Andrews, & Ingersoll	Washington	DC	2,500
Bosnia & Herzegovina	Leasing Joint-Venture Company	Feasibility Study	BH Leasing, LLC	Alexandria	VA	170,534
Bosnia & Herzegovina	Hotel Zetra Project	Desk Study	Burton C. Quist	Middletown	RI	2,500
Bosnia & Herzegovina	Olympic Sites Hotel Zetra Project	Feasibility Study	Louis Berger International, Inc.	Washington	DC	256,477
Romania	Public Administration Data Communications Network	Feasibility Study	Selection in progress			200,000
<b>Latin America</b>						
Peru	National Registry and ID Card	Desk Study	CORE International, Inc.	Washington	DC	1,000
<b>New Independent States</b>						
Georgia	Hotel Projects	Desk Study	Burton C. Quist	Middletown	RI	2,500
Georgia	Hotel Project	Feasibility Study	Radisson Development Worldwide	Minneapolis	MN	250,000
Kazakhstan	National Information System	Definitional Mission	Global Resources	Corona Del Mar	CA	24,951
Russia	World Bank Tax Administration Modernization	Feasibility Study	Selection in progress			328,200
Russia	Refrigeration Distribution Center	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Russia	Refrigeration Distribution Center	Feasibility Study	Globus International Resources Corporation	New York	NY	100,000
Russia	Klin Housing Expansion Project	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Russia	Treasury Automation — St. Petersburg	Desk Study	Global Resources	Corona Del Mar	CA	2,500
<b>TOTAL SERVICES</b>						<b>\$4,220,828</b>
<b>TELECOMMUNICATIONS</b>						
<b>Africa/Middle East</b>						
Gabon	Cellular and Telephone Switching Systems	Desk Study	CLC Consulting, Inc.	Alexandria	VA	\$ 1,000
South Africa	Digital Satellite Service	Desk Study	Global Resources	Corona Del Mar	CA	2,500
South Africa	SATRA Emergency Radio Trunking Systems	Desk Study	Telematics Engineering	Reston	VA	2,500
South Africa	SATRA Emergency Radio Trunking Systems	Feasibility Study	Selection in progress			75,000
Africa Regional	Telecommunications (Namibia/Angola)	Definitional Mission	Jerry Freibaum	Bethesda	MD	25,000
Africa Regional	Telecommunications/IT Briefing Book	Technical Assistance	Price Waterhouse, LLP	Arlington	VA	91,761
Africa Regional	Telecommunications/IT Technology Conference	Conference	Science & Engineering Associates, Inc.	McLean	VA	159,885
Africa Regional	Telecommunications/IT Technology Conference	Conference	World Travel Service	McLean	VA	60,000
Africa Regional	World Bank Telecommunications/IT Technology	Desk Study	Development Finance International Inc.	Bethesda	MD	2,500
Africa/ME Regional	World Bank Africa Division Telecom Conference	Conference	Barbara Keating	Germantown	MD	*28,300
Africa/ME Regional	Telecommunications (Cote d'Ivoire/Mozambique)	Definitional Mission	Global Resources	Corona Del Mar	CA	24,980
<b>Asia</b>						
Indonesia	Telecom/Data Network and HF/VHF Data Link	Desk Study	Innovative Solutions International	Vienna	VA	4,000
Philippines	Bayan Tel Expansion Plan	Technical Assistance	Teleconsult International Services, LLC	Washington	DC	150,000
Thailand	TOT Training Seminars	Technical Assistance	Communications General International, Inc. (CGII)	Atlanta	GA	37,380
Vietnam	VNPT Telecommunications/IT	Definitional Mission	Telematics Engineering	Reston	VA	22,477
Vietnam	Telecommunications Opportunities	Orientation Visit	Teleconsult International Services, LLC	Washington	DC	114,768
<b>Europe</b>						
Bosnia & Herzegovina	EBRD Telecom Emergency Reconstruction Project	Desk Study	Richard J. Jackson	Andover	MA	2,500
Bosnia & Herzegovina	EKIS Communications Pilot Projects	Desk Study	Marc L. Goldschmitt	Reston	VA	2,500
Bulgaria	Telecommunications Network Mgmt/Wireless Local Loop	Definitional Mission	Telecommunications Management Group, Inc.	Washington	DC	22,473



COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Bulgaria	Wireless Local Loop	Feasibility Study	Selection in progress			295,000
Croatia	National Library Data Management System	Feasibility Study	Selection in progress			70,000
Czech Republic	Jesenik-Zabreh Local Telephone Project	Desk Study	Competitive Strategies	Chicago	IL	4,000
Czech Republic	Jesenik-Zabreh Local Telephone Project	Feasibility Study	Teleconsult International Services, LLC	Washington	DC	72,000
Poland	Tel-Energo Telecom Market Plan	Feasibility Study	Teleconsult International Services, LLC	Washington	DC	270,400
Poland	Telefonia Lokalna Telecommunications	Feasibility Study	Selection in progress			168,500
Turkey	Telecommunications Officials	Orientation Visit	Teleconsult, Inc.	Washington	DC	84,257
Turkey	Telecommunications Regulatory/Licensing	Desk Study	McKinney Consulting & Systems Engineering, Inc.	Potomac	MD	5,000
Europe Regional	CEE Telecommunications/MIS Briefing Book	Technical Assistance	Booz-Allen and Hamilton, Inc.	McLean	VA	121,151
Europe Regional	CEE Telecommunications/MIS Conference	Conference	Koeppen, Elliott & Associates, Ltd	Washington	DC	352,087
Europe Regional	CEE Telecom/IT Information Technology Consultant	Definitional Mission	Marc L. Goldschmitt	Reston	VA	9,990
Europe Regional	CEE Telecom/IT Telecom Consultant	Definitional Mission	Competitive Strategies	Chicago	IL	8,590

TOTAL TELECOMMUNICATIONS \$2,262,199

TRANSPORTATION

Africa/Middle East

Egypt	Asyut Airport Expansion & Modernization	Feasibility Study	AAROTEC, Inc.	Farifax	VA	\$ 400,000
Egypt	Borg El-Arab Airport Conversion & Modernization	Feasibility Study	Selection in progress			400,000
Ethiopia	Flight Simulator Certification	Technical Assistance	USDOT/FAA/Office of International Aviation	Washington	DC	100,000
Ghana	Accra-Tema Rail Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Ivory Coast	Sud Banco Bridge	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Morocco	Airport Security Modernization	Feasibility Study	Selection in progress			250,000
Namibia	Air Namibia Diagnostic Review & Reservation System	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Namibia	Air Namibia Diagnostic Review & Reservation System	Feasibility Study	SABRE Group	DFW Airport	TX	64,000
Africa Regional	SADC Satellite-based Air Traffic Control	Technical Assistance	Selection in progress			327,000
Lebanon	Quleaat and Rayak Airports Airspace Study	Desk Study	CORE International, Inc.	Washington	DC	2,500
Lebanon	Quleaat and Rayak Airports Conversion	Technical Assistance	Parsons Brinckerhoff International	Herndon	VA	24,000
ME Regional	Aqaba-Eilat Airport/Financial Management	Technical Assistance	AAROTEC, Inc.	Fairfax	VA	148,445
Africa/ME Regional	Africa-Middle East Aviation Briefing Book	Technical Assistance	AAROTEC Educational Foundation, Inc.	Fairfax	VA	99,775
Africa/ME Regional	Africa-Middle East Aviation Industries	Orientation Visit	Louis Berger International, Inc.	Washington	DC	159,066
Africa/ME Regional	Africa-Middle East Aviation Conference	Conference	Foreign Trade Association of Southern California	Los Angeles	CA	106,000
Africa/ME Regional	Africa-Middle East Aviation Industries	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	25,000
Africa/ME Regional	Urban Transportation – South Africa & Israel	Orientation Visit	ICF Kaiser, Inc.	Fairfax	VA	97,422
Africa/ME Regional	African Regional Airlines	Orientation Visit	Marison International	Boston	MA	30,000

Asia

India	CASNUB Freight Bogie Improvements	Desk Study	Transportation & Management Consultants, Inc.	Arlington	VA	2,500
Indonesia	Civil Aviation Advisor	Technical Assistance	OED Airport & Aviation Consultants	Ridgefield	CT	210,000
Indonesia	CNS/ATM Demonstration Project	Feasibility Study	ARNIC	Annapolis	MD	325,000
Indonesia	F-AT-59 Radar System	TR	Airport Systems International, Inc.	Overland Park	KS	300,000
Korea	Civil Aviation Air Traffic Control	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	15,250
Malaysia	Surface Transportation Sector	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Malaysia	Railway Modernization	Feasibility Study	ICF Kaiser Engineers, Inc.	Oakland	CA	500,000
Philippines	Cebu Light Rail Transit	Feasibility Study	DeLeuw Cather International, Ltd.	Washington	DC	258,500
Philippines	Port of Manila Railroad Project	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	2,500
Philippines	MCX Rail Project	Desk Study	Koeppen, Elliott & Associates, Ltd.	Washington	DC	2,500
Philippines	MCX Rail Project	Feasibility Study	Booz-Allen Hamilton & Associates, Inc./ Daniel, Mann, Johnson, & Mendenhall	Los Angeles / Washington	CA / DC	500,000
Singapore	Changi Airport Baggage Handling System	Feasibility Study	Jervis B. Webb Worldwide Company	Farmington Hills	MI	200,000
Thailand	SRT Rail Maintenance Center	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Thailand	SRT Rail Maintenance Center	Feasibility Study	Raul V Bravo & Associates	Alexandria	VA	45,500
Vietnam	Can Tho Rice Export Facility	Feasibility Study	American Rice	Houston	TX	113,320
Vietnam	Tan Son Nhut International Airport	Desk Study	AAROTEC Educational Foundation, Inc.	Fairfax	VA	2,500

Europe

Albania	SBDI Elbasan-Kefasan Road/Rail Equipment	Procurement Assistance	Various U.S. suppliers	Washington	DC	300,000
Albania	SBDI Transportation Communication Equipment	Desk Study	A.T. Lewis	El Cerrito	CA	2,340
Albania	SBDI Transportation Communication Equipment	Definitional Mission	Teleconsult International Services, LLC	Washington	DC	35,585
Albania	SBDI Rail Upgrade & Communications	Procurement Assistance	Business Promotion Consultants	Forestville	MD	1,600,000
Bosnia & Herzegovina	Infrastructure Reconstruction – Transportation Sector Advisor	Technical Assistance	Parsons Delaware Inc.	Pasadena	CA	322,481
Bosnia & Herzegovina	Infrastructure Reconstruction – Transportation Sector Advisor	Technical Assistance	Ralph M. Parsons Company of Delaware, The	Pasadena	CA	900
Bosnia & Herzegovina	Transportation and Construction Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	124,160
Bosnia & Herzegovina	Tuzla Airport Cargo Facilities	Feasibility Study	Louis Berger International, Inc.	Washington	DC	350,000
Bulgaria	SBDI Electronic Rail Equipment	Procurement Assistance	Siecor/ GIS Global	Gaithersburg/ Hickory	MD/ NC	300,000
Bulgaria	SBDI Transportation Officials	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	20,845
Bulgaria	SBDI Railroad Crossing Safety Panels Pilot	Feasibility Study	HIRAIL, Inc.	Lisbon	IA	296,050
Bulgaria	SBDI Burgas Intermodal Facility	Feasibility Study	Manalytics International	San Francisco	CA	300,000
Bulgaria	SBDI Catenary Maintenance Vehicles	Procurement Assistance	Business Promotion Consultants	Forestville	MD	1,350,000
Bulgaria	SBDI Railways Commercialization Assistance	Desk Study	William F. Hennessey	Exeter	NH	2,500
Bulgaria	SBDI Sofia Southern Highway By-Pass	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Estonia	Rail Axle Load Assessment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Hungary	Transportation Sector	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	24,889
Hungary	Budapest Metro Construction	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	73,909
Macedonia	Airport Investment and Revenue	Feasibility Study	Wilbur Smith & Associates	Columbia	SC	13,650

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Macedonia	SBDI Locomotive Spare Parts	Procurement Assistance	General Motors Corporation – Electromotive Division	LaGrange	IL	1,583,356
Macedonia	SBDI Locomotive Overhaul Parts	Procurement Assistance	General Motors Corporation – Electromotive Division	LaGrange	IL	949,860
Turkey	Antalya Light Rail System	Feasibility Study	Bechtel International, Inc.	San Francisco	CA	345,000
Europe Regional	SBDI Transportation Sector Advisory Services	Technical Assistance	Bechtel International, Inc.	San Francisco	CA	285,000
Europe Regional	Bosnia-Croatian Port Negotiations	Technical Assistance	Transportation & Economic Research Associates, Inc. (TERA)	Chantilly	VA	12,353
Europe Regional	SBDI Transportation Roundtable	Conference	Advanced Engineering Associates International, Inc.	Watertown	MA	150,789
Europe Regional	SBDI Albania/Macedonia Transportation	Orientation Visit	Chemonics International, Inc.	Washington	DC	97,769
Europe Regional	SBDI Transportation Financial Advisor	Desk Study	William F. Hennessey	Exeter	NH	2,500
Europe Regional	SBDI Transportation Financial Advisor	Technical Assistance	Harral Winner Thompson Sharp Lawrence, Inc.	Granbury	TX	304,600
Europe Regional	SBDI Transportation Financial Advisor Proposal Review	Desk Study	William F. Hennessey	Exeter	NH	1,000
Europe Regional	Balkan Regional Aviation/Airport Projects	Definitional Mission	BET Consultants	East Hanover	NJ	39,882

Latin America

Argentina	National Airports System Privatization Training Grant	Technical Assistance	Thompson Consultants, Inc.	Encino	CA	195,000
Argentina	National Airports System Privatization Training Grant	Technical Assistance	GKMG Consulting Services	Washington	DC	446,625
Argentina	National Airports System Privatization Training Grant	Definitional Mission	Montgomery Consulting Group, Inc.	Maitland	FL	24,300
Argentina	National Airports System Privatization Training Grant	Technical Assistance	Louis Berger International, Inc.	Washington	DC	288,000
Argentina	National Airports System Privatization Training Grant	Technical Assistance	USDOT/FAA/Office of International Aviation	Washington	DC	75,000
Argentina	Railroad Sector	Definitional Mission	Zeta-Tech Associates, Inc.	Cherry Hill	NJ	24,983
Argentina	General Belgrano Railway Investment Plan	Feasibility Study	Selection in progress			336,000
Bolivia	Railroad Sector Projects	Definitional Mission	Anderson Consulting Group	New York	NY	24,702
Brazil	Ports Projects	Definitional Mission	Leonard Sugin, C.E.	Baldwin	NY	24,913
Brazil	World Bank Salvador Urban Transport	Desk Study	Raul V. Bravo & Associates	Vienna	VA	2,500
Brazil	World Bank Salvador Urban Transport	Technical Assistance	HNTB Design/Build Inc.	Irvine	CA	74,000
Brazil	Rail Maintenance Officials	Orientation Visit	Advanced Engineering Associates International, Inc.	Watertown	MA	86,123
Brazil	Sao Paulo Inner Beltway ITS	Desk Study	J.M. Morales & Associates, PC.	Reston	VA	3,000
Brazil	Sao Paulo Inner Beltway ITS	Feasibility Study	Selection in progress			275,000
Chile	Lota Port Integral Development	Desk Study	Leonard Sugin, C.E.	Baldwin	NY	10,000
Colombia	El Gavilan Aircraft Manufacturing Facility	Desk Study	John Piper Associates	Millhall	PA	2,500
Ecuador	Port of Manta Expansion	Desk Study	Leonard Sugin, C.E.	Baldwin	NY	3,500
Ecuador	Port of Manta Expansion	Feasibility Study	Selection in progress			300,000
Guatemala	Railway Rehabilitation	Desk Study	Raul V. Bravo & Associates	Vienna	VA	2,500
Guatemala	Railway Rehabilitation	Feasibility Study	Transportation & Economic Research Associates, Inc. (TERA)	Washington	DC	187,500
Mexico	Guadalajara Public Transportation	Feasibility Study	Louis Berger International, Inc.	Washington	DC	300,000
Mexico	Veracruz Rail-Port Integration Project	Technical Assistance	Kingsley Group, Inc.	San Francisco	CA	24,000
Mexico	Transportation Logistics Projects	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	24,632
Mexico	Ports Assessment	Definitional Mission	Leonard Sugin, C.E.	Baldwin	NY	24,952
Panama	Canal Transportation	Definitional Mission	James McCarville	Pittsburgh	PA	24,376
Venezuela	Rail Transportation	Definitional Mission	TransTech Management	Wayland	MA	24,972
Venezuela	Maturin Airport	Desk Study	CORE International, Inc.	Washington	DC	2,500
Latin America Regional	1998 Americas Conference on Aviation	Conference	Miami – Dade County Aviation Department	Miami	FL	88,400
Latin America Regional	Geodetic Airport Survey	Desk Study	Satnav Resources	Mt. Juliet	TN	2,500
Latin America Regional	Geodetic Airport Survey	Technical Assistance	Posmas and Associates	Costa Mesa	CA	195,000
Latin America Regional	Aviation Project Identification and Briefing Book	Technical Assistance	Montgomery Consulting Group, Inc.	Maitland	FL	51,350

New Independent States

Georgia	Supsa Oil Terminal and Refinery	Feasibility Study	OTC Capital	New York	NY	150,000
Russia	Vladivostok Commercial Port Construction	Feasibility Study	Bill Harbert International Construction, Inc.	Birmingham	AL	400,000
Russia	RFE Special Purpose Aircraft Finance Vehicle	Desk Study	John Piper Associates	Millhall	PA	2,500
Russia	RFE Special Purpose Aircraft Finance Vehicle	Feasibility Study	Emerging Markets Finance Corporation	Wilmington	DE	750,000
Russia	Intermediate-sized Helicopter Production	Desk Study	Emerging Markets Finance Corporation	Lock Haven	PA	2,500
Russia	World Bank Moscow Urban Transport	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	150,939
Russia	Makhachkala Seaport	Desk Study	Leonard Sugin, C.E.	Baldwin	NY	2,500
Russia	Makhachkala Seaport	Feasibility Study	FMC Corporation	Houston	TX	300,000
Russia	Railroad Bearings Project	Desk Study	Transportation & Management Consultants, Inc.	Arlington	VA	2,500
Ukraine	EBRD ATC Modernization	Feasibility Study	ARINC, Incorporated	Annapolis	MD	500,000
Ukraine	EBRD ATC Modernization Contractor Selection	Technical Assistance	Montgomery Consulting Group, Inc.	Maitland	FL	18,750
Uzbekistan	Chkalov Aircraft Report Review – Phase I	Desk Study	John Piper Associates	Millhall	PA	1,000
Uzbekistan	Chkalov Aircraft Production – Phase II	Desk Study	John Piper Associates	Millhall	PA	2,500
Uzbekistan	Chkalov Aircraft Production – Phase II	Feasibility Study	Selection in progress			600,000

Multi-Regional

Multi-Regional	Railroad Express Opportunities	Conference	Advanced Engineering Associates International, Inc.	Watertown	MA	251,604
Multi-Regional	Railroad Express Opportunities	Conference	World Travel Service	McLean	VA	218,940
Multi-Regional	Railroad Express Opportunities	Technical Assistance	William F. Hennessey	Exeter	NH	5,000

TOTAL TRANSPORTATION \$20,147,757

WATER & ENVIRONMENT

Africa/Middle East

South Africa	Peacock Bay Industrial Waste Incineration	Desk Study	Performance Technology, Inc.	Lewiston	ME	\$ 2,440
South Africa	Peacock Bay Industrial Waste Incineration	Feasibility Study	Selection in progress			343,500
South Africa	MWM/Gauteng Solid Waste Recycling	Feasibility Study	Environmental Wastotechnologies International LLC	Atlanta	GA	324,000
Lebanon	Normandy Landfill Reclamation	Desk Study	Performance Technology, Inc.	Lewiston	ME	2,460
Africa/ME Regional	Solid Waste Officials	Orientation Visit	Chemonics International, Inc.	Washington	DC	108,493
Africa/ME Regional	Regional Wastewater Treatment Projects (Jordan, Tunisia, Yemen)	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,998

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
<b>Asia</b>						
Korea	Environmental Sector	Definitional Mission	Advanced Waste Management Systems, Inc.	Hixson	TN	22,426
Korea	Sewage Sludge Technology	Orientation Visit	ICF Inc.	Fairfax	VA	91,351
Malaysia	Bukit Nanas Hazardous Waste Plant	Desk Study	Advanced Waste Management Systems, Inc.	Hixson	TN	2,500
Malaysia	Bukit Nanas Hazardous Waste Plant — Phase I	Feasibility Study	Global Plasma Systems Corporation	Washington	DC	100,000
Malaysia	Bukit Nanas Hazardous Waste Plant — Phase II	Feasibility Study	Global Plasma Systems Corporation	Washington	DC	200,000
Philippines	Manila Industrial Air Emission Phase II	Desk Study	Powers Engineering	Escondido	CA	2,500
Philippines	Manila Industrial Air Emission — Phase II	Feasibility Study	Ecology & Environment	Lancaster	NY	537,000
Philippines	NAMRIA Modernization and LWIR Projects	Technical Assistance	Telematics Engineering	Reston	VA	10,000
Philippines	World Bank Water Privatization Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Thailand	Regional Solid Waste Management Facilities	Desk Study	PADCO	Washington	DC	2,500

<b>Europe</b>						
Bosnia & Herzegovina	Environmental Projects	Orientation Visit	Meridian International Center	Washington	DC	60,927
Czech Republic	Valaske Mezirici Waste to Energy Power Project	Desk Study	Edgar A. Stoddard	Blacksburg	VA	2,500
Romania	Sidex Steel Air Pollution Control System	Feasibility Study	Paul C. Rizzo Associates	Monroeville	PA	250,000
Slovenia	Water/Waste Treatment Facility Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	24,975
Slovenia	Environmental Treatment Facilities	Feasibility Study	Selection in progress			150,000
Turkey	Environmental Officials	Orientation Visit	Institute of International Education (IIE)	Washington	DC	350
Turkey	Diyarbakir Water-Loss Management Project	Desk Study	Environmental Engineering and Remediation, Inc.	Portland	ME	2,450
Turkey	Diyarbakir Water-Loss Management Project	Feasibility Study	Harza Engineering Company International, L.P.	Chicago	IL	192,750
Turkey	DSI Water Resources Management	Orientation Visit	Labat-Anderson, Incorporated	McLean	VA	89,859

<b>Latin America</b>						
Argentina	IIC Desler Industrial Waste Facilities	Technical Assistance	Dames & Moore	Washington	DC	68,000
Brazil	SANEPAR Water/Wastewater Treatment	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Brazil	Natal Wastewater Treatment	Desk Study	Hydro-Triad, Limited	Lakewood	CO	2,500
Brazil	Natal Wastewater Treatment	Feasibility Study	Wright-Pierce	Topsham	ME	202,673
Brazil	Industrial and Sludge Waste Projects	Definitional Mission	ECODIT, Inc.	Arlington	VA	24,985
Brazil	Rio Sludge Treatment Plant	Feasibility Study	Selection in progress			250,000
Chile	Air Quality Decontamination Scope Expansion	Desk Study	Powers Engineering	Escondido	CA	1,000
Chile	Air Quality Monitoring Decontamination Plan	Technical Assistance	Radian International	Austin	TX	75,000
Chile	Environmental Project ID and Development Briefing Book	Technical Assistance	ARInternational, Inc.	Potomac	MD	40,000
Chile	Environmental Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	136,542
Jamaica	IDB Landfill & Solid Waste Management	Desk Study	Bhate Environmental Associates, Inc.	Birmingham	AL	2,500
Mexico	National Water Commission Water Treatment	Orientation Visit	Koepfen, Elliott & Associates, Ltd.	Washington	DC	34,537
Peru	North Lima Wastewater Treatment Plant	Feasibility Study	Selection in progress			450,000
Uruguay	IDB Hazardous Material Tracking/Emergency Response	Technical Assistance	Selection in progress			95,000
Venezuela	El Brillante Water Supply	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,495
Venezuela	El Brillante Water Supply	Feasibility Study	Bechtel International, Inc.	Gaithersburg	MD	212,500
Venezuela	Carabobo Industrial Hazardous Waste	Desk Study	International Environment Federation, Inc. (IEF)	Washington	DC	2,500
Venezuela	Water Sector	Orientation Visit	EA International	Hunt Valley	MD	64,966

<b>New Independent States</b>						
Turkmenistan	World Bank Water Supply	Feasibility Study	Donald Cullivan	Naples	FL	*127,540
Kazakhstan	World Bank Atyrau Region Water	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	4,976
Kazakhstan	World Bank Atyrau Region Water	Feasibility Study	ENSAI	Culpepper	VA	389,000
Russia	Timokhovo Municipal Solid Waste Treatment	Feasibility Study	Foster Wheeler Corporation	Clinton	NJ	270,000
Russia	Oil Spill Prevention Association	Desk Study	CEVCO	Herndon	VA	3,870
Russia	Oil Spill Prevention Association	Feasibility Study	OMS Environmental Corporation	Melbourne	FL	350,000

TOTAL WATER & ENVIRONMENT \$5,236,023

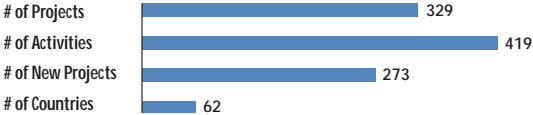
GRAND TOTAL	\$56,046,008
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\*An asterisk indicates activities where TDA authorized the use of existing funds at various multilateral development banks. As such, those amounts are not reflected in the FY 1998 levels.

FY 1998 Program Activities — Appendix

FY 1998 Basic Statistics

Operating Budget \$56.06 million



TDA Activities By Type and Number of Activities

Year	1996		1997		1998	
DM/Desk Studies	136	38.4%	168	43.1%	168	40.1%
Feasibility Studies	102	28.8%	105	27.0%	122	29.1%
Orientation Visits	33	9.3%	45	11.5%	43	10.2%
Technical Assistance	57	16.1%	51	13.1%	64	15.3%
Trade-Related Training	7	2.0%	3	0.7%	1	0.3%
Procurement Assistance	3	0.8%	0	0.0%	6	1.4%
Conferences	13	3.7%	16	4.1%	14	3.3%
Other	3	0.8%	2	0.5%	1	0.3%
TOTALS	354	100%	390	100%	419	100%

TDA Activities By Value of Obligations

Year	1996		1997		1998	
DM/Desk Studies	\$1,468,338	2.9%	\$1,898,889	4.1%	\$1,572,594	2.8%
Feasibility Studies	\$30,632,014	59.7%	\$31,531,352	68.9%	\$34,392,730	61.4%
Orientation Visits	\$2,021,899	3.9%	\$2,522,071	5.5%	\$3,169,446	5.7%
Technical Assistance	\$7,723,319	15.1%	\$6,288,489	13.7%	\$7,744,382	13.8%
Trade-Related Training	\$1,810,350	3.5%	\$1,100,000	2.4%	\$300,000	0.5%
Procurement Assistance	\$5,700,000	11.1%	\$0	0.0%	\$6,083,215	10.8%
Conferences	\$1,875,156	3.7%	\$1,882,569	4.1%	\$2,760,590	4.9%
Other	\$82,794	0.2%	\$504,327	1.1%	\$23,051	0.1%
TOTALS	\$51,313,870	100%	\$45,727,697	100%	\$56,046,008	100%

FY 1998 TDA Activities by Region By Number of Activities

	DM/DS	FS	OV	TA	TR	CONF.	PA	Other	Total
Africa/Middle East	32	23	5	10	0	4	0	0	74
Asia	29	20	15	14	1	1	0	1	81
Europe	38	31	13	14	0	2	6	0	104
Latin America	39	27	6	15	0	4	0	0	91
NIS	28	21	4	8	0	1	0	0	62
Multi-Regional	2	0	0	3	0	2	0	0	7
TOTALS	168	122	43	64	1	14	6	1	419

TDA Activities by Region By Number of Activities

Year	1996		1997		1998	
Africa/Middle East	55	15.5%	75	19.2%	74	17.7%
Asia	63	17.8%	82	20.8%	81	19.3%
Europe	90	25.4%	79	20.0%	104	24.8%
Latin America	83	23.4%	91	23.6%	91	21.7%
NIS	56	15.8%	63	16.1%	62	14.8%
Multi-Regional	7	2.0%	0	0.0%	7	1.7%
TOTALS	354	100%	390	100%	419	100%

TDA Activities by Region By Funding Levels

Year	1996		1997		1998	
Africa/Middle East	\$6,400,803	12.5%	\$7,326,975	16.0%	\$8,248,258	14.7%
Asia	\$9,084,575	17.7%	\$10,169,436	22.2%	\$9,673,462	17.3%
Europe	\$17,400,303	33.9%	\$9,854,683	21.5%	\$17,579,863	31.4%
Latin America	\$9,185,870	17.9%	\$8,739,099	19.1%	\$9,980,191	17.8%
NIS	\$8,758,555	17.1%	\$9,637,504	21.0%	\$9,108,029	16.2%
Multi-Regional	\$483,764	0.9%	\$0	0.0%	\$1,456,205	2.6%
TOTALS	\$51,313,870	100%	\$45,727,697	100%	\$56,046,008	100%

FY 1998 TDA Activities By Economic Sector By Number of Activities

Year	1996		1997		1998	
Agribusiness	17	4.8%	14	3.6%	12	2.9%
Energy & Power	54	15.3%	68	17.4%	73	17.4%
Human Resources	0	0.0%	12	3.0%	8	1.9%
Manufacturing	48	13.6%	46	11.8%	41	9.8%
Mining & Natural Resources	18	5.1%	27	6.9%	32	7.6%
Multisector & Other	25	7.1%	16	4.1%	27	6.5%
Services	22	6.2%	26	6.7%	38	9.1%
Telecommunications	26	7.3%	40	10.3%	29	6.9%
Transportation	90	25.4%	85	21.8%	111	26.5%
Water & Environment	54	15.3%	56	14.4%	48	11.4%
TOTALS	354	100%	390	100%	419	100%

FY 1998 TDA Activities By Economic Sector By Value Of Obligations

Year	1996		1997		1998	
Agribusiness	\$2,026,332	3.9%	\$1,126,332	2.4%	\$909,427	1.6%
Energy & Power	\$7,068,768	13.8%	\$7,533,474	16.0%	\$10,602,160	18.9%
Human Resources	\$0	0.0%	\$1,350,121	2.9%	\$286,309	0.5%
Manufacturing	\$6,405,758	12.5%	\$7,784,921	17.0%	\$4,662,266	8.3%
Mining & Natural Resources	\$2,607,516	5.1%	\$2,985,432	6.5%	\$5,014,057	9.0%
Multisector & Other	\$1,795,631	3.5%	\$1,575,051	3.4%	\$2,704,982	4.8%
Services	\$2,769,931	5.4%	\$3,445,912	7.5%	\$4,220,828	7.5%
Telecommunications	\$4,715,718	9.2%	\$3,439,089	7.5%	\$2,262,199	4.1%
Transportation	\$19,192,322	37.4%	\$9,586,036	20.9%	\$20,147,757	36.0%
Water & Environment	\$4,731,894	9.2%	\$6,901,329	15.0%	\$5,236,023	9.3%
TOTALS	\$51,313,870	100%	\$45,727,697	100%	\$56,046,008	100%

# U.S. Trade and Development Agency Staff

## Director

J. Joseph Grandmaison

## Deputy Director

Nancy D. Frame

## Africa and Middle East

Regional Director  
Country Manager  
Country Manager  
Project Analyst

John Richter  
Danielle D. Camner  
J. Michael Newell  
Cybill Sigler

## Counsel

General Counsel  
Attorney Advisor  
Grants Administrator  
Attorney Advisor

Ken Fries  
Caryn Hines  
Pat Smith  
Cam Trowbridge

## Asia and Pacific Islands, South Asia and Mongolia

Regional Director  
Deputy Regional Director  
Country Manager

Geoff Jackson  
John Herrman  
Richard Abizaid

## Public and Congressional Affairs

Director,  
Public Affairs & Marketing  
Congressional Liaison  
Public Affairs Specialist

Donald K. Dunn  
Julia Norton  
Joy Greene Stenner

## Central and Eastern Europe

Regional Director  
Country Manager  
Country Manager  
Project Analyst

Ned Cabot  
Aileen Crowe  
Lance Ludman  
Paul Marin

## Management and Administration

Assistant Director of Management  
Regional Director  
for Special Projects  
Evaluations Officer/Economist  
Administrative Assistant  
Administrative Officer  
Executive Assistant  
to the Director  
Administrative Assistant  
Administrative Assistant

Larry Bevan  
Barbara Bradford  
David Denny  
Sheree H. Hall  
Carolyn Hum  
Eatrice James  
Tyrone Johnson  
Carlos E. Zeisel

## Latin America

Regional Director  
Country Manager  
Country Manager

Albert W. Angulo  
Anne McKinney  
Gabriella A. Rigg

## New Independent States

Regional Director  
Director of Caspian  
Business Development  
Country Manager  
Country Manager

Dan Stein  
Deborah Forhan  
Melissa Eustace  
Kelley Ann Szalkowski

## Contracts and Finance

Contracting Officer  
Financial Management Analyst  
Financial Manager  
Program Operations Assistant  
Contracting Specialist

Della Glenn  
Patty Renner  
Noreen St. Louis  
Carolyn Venson  
C. Eric Young

## U.S. TRADE AND DEVELOPMENT AGENCY

1621 North Kent Street, Suite 200 • Arlington, Virginia 22209-2131

Phone: (703) 875-4357 • Fax: (703) 875-4009 • Website: [www.tda.gov](http://www.tda.gov) • E-mail: [info@tda.gov](mailto:info@tda.gov)



### **TDA-Funded Feasibility Study Helps Generate \$360 Million in U.S. Exports**

U.S. technology to liquefy, store, ship and distribute natural gas is known for being both dependable and good for the environment. With the help of a 1994 TDA-funded feasibility study, Cabot LNG of Boston, Massachusetts, and Amoco of Chicago, Illinois, led a consortium of companies to export this technology to Trinidad. As a result, this consortium's efforts have produced more than \$360 million in U.S. exports. Significant further exports in gas production, gathering, treating, and transmission could easily double this figure.

Faced with rapidly depleting oil reserves, Trinidad is committed to the development of its huge and relatively untapped natural gas reserves. Part of this policy initiative is to increase foreign private sector participation in the energy sector through joint ventures with Trinidad's public sector. Eager to establish a foothold in this market, Cabot found itself in tough competition with a Japanese consortium of companies to develop a liquid natural gas plant to convert this natural resource into a safely transportable form. At Cabot's request, TDA stepped in to support the company's efforts by contributing \$700,000 for this \$4 million study.

Bechtel of San Francisco, California, the developer and constructor for the project, emerged the victor, securing Export-Import Bank financing for this natural gas liquefaction plant. The project is on budget and on time and will be completed in 1999.





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1621 North Kent Street, Suite 200 • Arlington, Virginia 22209-2131  
Phone: (703) 875-4357 • Fax: (703) 875-4009 • Website: [www.tda.gov](http://www.tda.gov) • E-mail: [info@tda.gov](mailto:info@tda.gov)

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